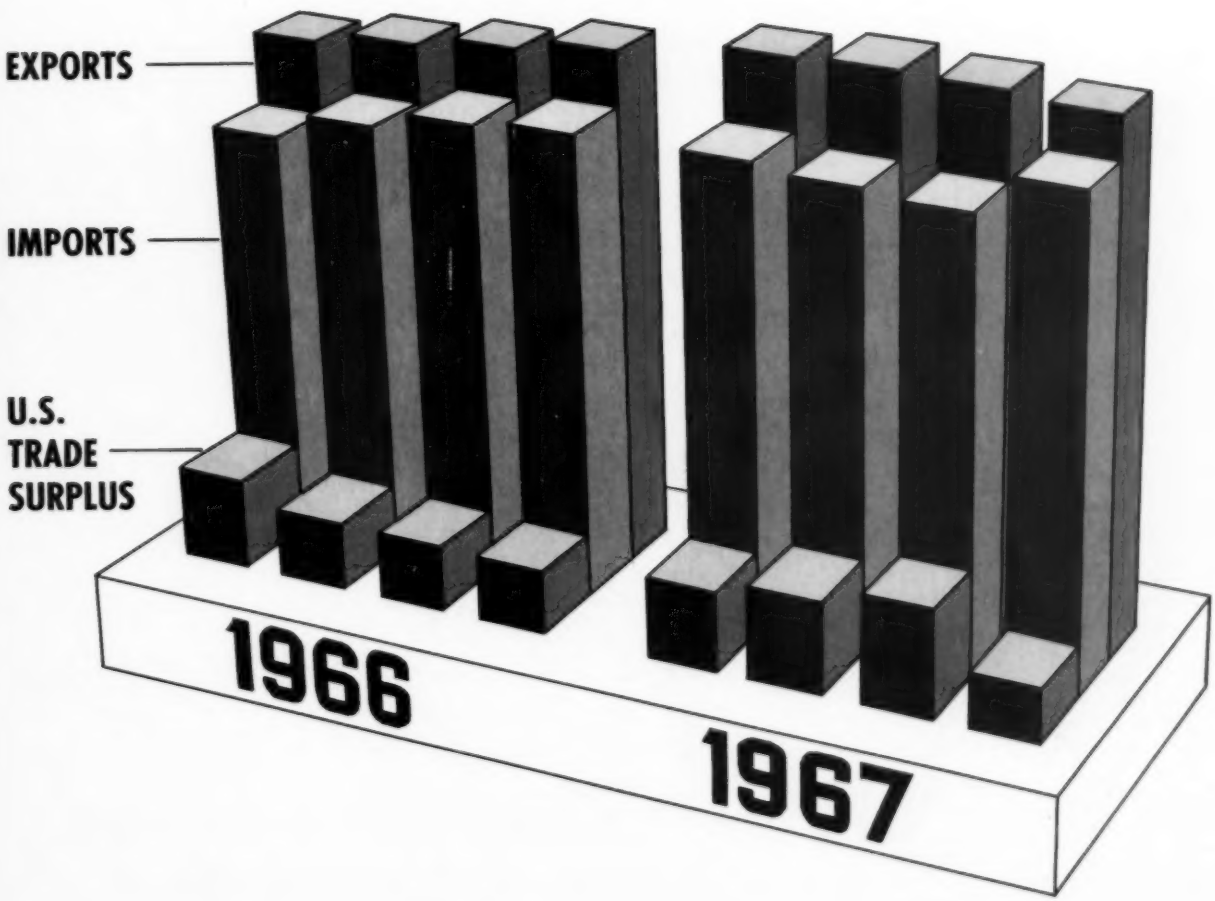
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

March 4, 1968

## U.S. trade trends challenge exporters



# International Trade Winds

## Company News

ENGINEERING SERVICES—Badger, Ltd,. British subsidiary of Badger Co., Inc., Cambridge, Mass., has been awarded a contract for design, engineering, procurement, and construction of a $2 million, 60,000 ton-per-year capacity styrene monomer plant to be built at Hythe, near Southampton, England. The plant, expected to be complete within 14 months, will be built for International Synthetic Rubber Co., Ltd., a group venture of eight tire companies—Dunlop, Firestone, Goodyear, Avon, Michelin, Pirelli, Uniroyal, and BTR Industries.

BANKING—City National Bank, Detroit, will become the first bank in that city to open an overseas branch with the establishment of a London office. The branch will offer all banking services, but will serve mainly to satisfy the banking requirements of City National's European correspondent banks and subsidiaries of U.S. firms.

AIR CARGO—Emery Air Freight, New York, has begun construction on its own terminal at the Sydney International Airport in Australia. The building will put Emery among the few U.S. freight forwarders who maintain their own separate facilities in Australia.

FINANCE—The brokerage firm of Merrill Lynch, Pierce, Fenner & Smith Inc., New York, has opened an office in Hamburg, Germany, following the establishment of an office in Frankfurt am Main in 1961. Clients of the two offices include German banks interested in American securities.

ELECTRONICS—Rocke International Corporation, New York, has established a German subsidiary, Rocke International G.m.b.H., in Munich, Germany. The new company will sell the parent company's electronic components in the Federal Republic.

# Newsletter

A between-regular-shows lecture/sales promotion at the Frankfurt U.S. Trade Center by Electro-Science Laboratories, Inc., Philadelphia, has increased the company's sales in Germany five-fold. So estimates president Sidney J. Stein. The company makes thick-film pastes, attributes its success to attendance of 12 influential engineers already working in the field of thick-film circuit manufacturing.

The Swedish representative of Friden, Inc., used the lounge of the Stockholm U.S. Trade Center to introduce new models of their business machines to customers from 125 of Sweden's larger corporations. Projected sales as a result: $200,000 in the next year. Company verdict: let's do it again next September, in the Center's largest exhibit hall. For a full story on company solos at U.S. Trade Centers overseas see INTERNATIONAL COMMERCE for Feb. 19.

Saudi Arabia importing sand! True, but America's go-getting exporters let this one get away. In January a freighter left Finland for Saudi Arabia carrying 60,000 paper bags of sand, valued at $70,000. But this sand is far from the desert variety. According to the newsletter "Saudi Arabia Today," it will be used in water refineries that a Finnish engineering firm will build in Riyadh at a cost of more than $6 million.

A project that was once the subject of a "Future Construction" article in this magazine has now turned into a $4.5 million contract for a U.S. construction company. Honduras' National Port Authority signed such a contract with Raymond International, Inc., New York. Engineering for this expansion of the Puerto Cortes port was done by another U.S. firm, Tippetts-Abbott-McCarthy-Stratton. Of 25 companies bidding on the project, 13 were from the U.S.

Heart surgeon Dr. Michael de Bakey was an attraction in Italy, and so were the 51 exhibits of U.S. medical equipment at the Milan U.S. Trade Center. The large number of 2,387 professional visitors was attributed to the presence of Dr. de Bakey. Off-the-floor sales totaled $127,000 and the 12-month sales projection is $3 million. At show close four agents had been appointed and an additional 156, from 18 countries, were under negotiation. It was the largest Commerce-sponsored medical equipment exhibition ever held abroad.

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U.S. Department of Commerce

Alexander B. Trowbridge
*Secretary*

Lawrence C. McQuade
*Assistant Secretary for Domestic and International Business*

Lawrence A. Fox
*Director, Bureau of International Commerce*

Clarence M. Zens
*Managing Editor*

Americo A. W. Favale
*Director of Graphics*

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## the cover

Public attention is being directed as never before in the nation's history to the overall U.S. performance in international trade. With the addition of newly-released 4th quarter figures, the record of American exports and imports for 1967 is now complete. President Johnson has already emphasized, in his Jan. 1 message on the balance-of-payments problem, that among the reasons for the large 1967 deficit was that "our trade surplus, although larger than in 1966, did not rise as much as we had expected." A detailed analysis of the current U.S. trade figures begins on page 2.

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# International Commerce

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FULL YEAR'S SUMMARY

# Trade surplus edges up despite 4th quarter dip

## Rapid import advance in final three months limits rise in balance to $300 million

U.S. foreign trade continued to expand in 1967, but the growth of both exports and imports was considerably slower than in the preceding year. As a result of a greater deceleration in imports than exports, our gross merchandise trade surplus climbed to $4.1 billion, an improvement of around $300 million over 1966. With the exception of 1966, however, last year's export surplus was the lowest since 1959.

U.S. exports, excluding military grant-aid, increased to $30.9 billion in 1967, 5.3% higher than the total for the previous year. This rate of increase was only about half the 1966 rise and fell short of the 6.9% average annual rate of gain for the 1960-66 period. The slowdown in exports reflected primarily a reduction in shipments of farm commodities. Nonagricultural exports expanded almost as strongly as in 1966.

### First quarterly drop since '65

Following a strong rise in January-March 1967 due to a vigorous advance in nonagricultural shipments, U.S. exports held level in the two middle quarters. In the final three months, however, exports fell mainly because of a further reduction in agricultural deliveries. The drop in exports was the first quarterly decline since July-September 1965. At that time, the slippage was from an abnormally high June quarter when shipments had spurted following the end of the dock strike.

Three years of accelerating increases in U.S. imports were followed by a more moderate rate of growth in our foreign purchases last year. At $26.8 billion, imports expanded by 5% over 1966. This rate was only one-fourth of the spectacular import gain in the previous year and a little more than half of the 9.3% yearly rise in arrivals of foreign goods from 1960 to 1966. In 1967, foreign purchases of nonagricultural products advanced more slowly, while those of farm commodities declined.

The sluggish pace of the U.S. economy during much of 1967 was reflected in the trend of imports. After increasing a bit in the first quarter, arrivals decreased marginally in the second and third quarters. The downward trend was interrupted, however, by an 8.6% import increase in the final three months as U.S. business activity and inventory building expanded. This quarterly rise in imports was the largest since the second quarter of 1965 when they were swelled by deliveries delayed by the dock strike earlier that year.

The large import advance and the slight drop in exports caused a sharp fall in the gross merchandise surplus in the fourth quarter. This followed three successive quarterly increases. The export surplus in the fourth quarter, at an annual rate, was only half the rate in the first nine months of the year.

### Export lead over imports cut in fourth quarter '67

| | Exports | Imports |
|---|---|---|
| | Millions of dollars, seasonally adjusted | |
| 1966 | | |
| Fourth quarter | 7,500 | 6,661 |
| 1967 | | |
| First quarter | 7,775 | 6,688 |
| Second quarter | 7,777 | 6,592 |
| Third quarter | 7,775 | 6,542 |
| Fourth quarter | 7,688 | 7,102 |

### Nonfarm products boost exports

A substantial gain in shipments of manufactures and other nonagricultural goods provided the entire thrust to U.S. exports in 1967. Contributing the bulk of the advance were a sizable rise in machinery sales and accelerated shipments of transport equipment.

Following a strong first quarter gain on a seasonally adjusted basis, nonfarm exports held level for the remainder of the year. The $24.5 billion total in 1967 represented an expansion of 9% over the preceding year.

Exports of agricultural commodities fell by 7% to $6.5 billion for the year, due mainly to a big drop in shipments of grains. This was a sharp reversal from the one-tenth climb in 1966 when most of our key farm products were in unusually heavy demand, particularly in Western Europe and India. With the exception of a small rise in the 1967 second quarter, these products have trended downward since the final months of 1966.

### Machinery exports expand further

Despite economic slowdowns in some of our major foreign markets, shipments of machinery climbed to $8.3 billion in 1967. The 8% rise was 3 percentage points below the rate of gain in 1966. Significant in the advance last year were accelerated shipments of computers and parts and telecommunications apparatus. Upturns in sales of several machinery lines and continuing gains in shipments of other types of industrial equipment also contributed to the expansion.

Topping the rise of one-third in 1966, shipments of computers and parts spurted by 47% to $433 million. This strong demand stemmed from growing efforts of the industrialized countries to modernize their business and managerial methods and improve mass production operations. Sales of conventional office machines registered a 5% gain, the same as in 1966.

Deliveries of engines and parts increased by 7% but were less buoyant than in 1966. Stimulated by a rapid rise in exports of commercial jetcraft, shipments of aircraft engines and parts increased at a slightly faster pace in 1967. The outflow of auto engines and parts also advanced more rapidly, largely from stepped-up shipments to subsidiary assembly plants in Canada. Although exports of other types of internal combustion engines continued upward, the rate of gain was less than in 1966.

Shipments of construction and excavating equipment rebounded with a 9% advance. Most of the rise was in larger deliveries of excavator power cranes to Canada and Australia, well drilling ma-

chinery to Mexico, and motor graders to Latin America and Southeast Asia. Also making a strong recovery were sales of paper and pulp converting machinery, sparked by a substantial increase in shipments of parts and attachments.

Foreign demand for a number of machinery lines slackened in 1967. Most of the modest rise in sales of materials handling equipment stemmed from larger shipments of power cranes and tractor-shovel loaders. Rising living standards in many countries and aggressive marketing efforts by U.S. producers again boosted exports of air-conditioning and cooling equipment by 14% to $287 million for the year.

Shipments of pumping equipment and printing machinery, though slowing, climbed by a tenth. Markets for large capacity pumps used in oilfields, chemical and fertilizer plants, and gas transmission remained buoyant. Further increases in sales of offset printing presses and typesetting machinery to Canada and Latin America kept exports of printing machinery expanding.

Exports of metalworking machinery have been sluggish since 1965. Shipments of metal cutting machines rebounded strongly but demand weakened for other types of metalworking machines.

Sales of tractors and parts declined for the second consecutive year, mostly from smaller shipments to Canada and Latin America. The slower pace of these exports reflects to a large extent the expanded production of this equipment at U.S. affiliates in Canada and other countries.

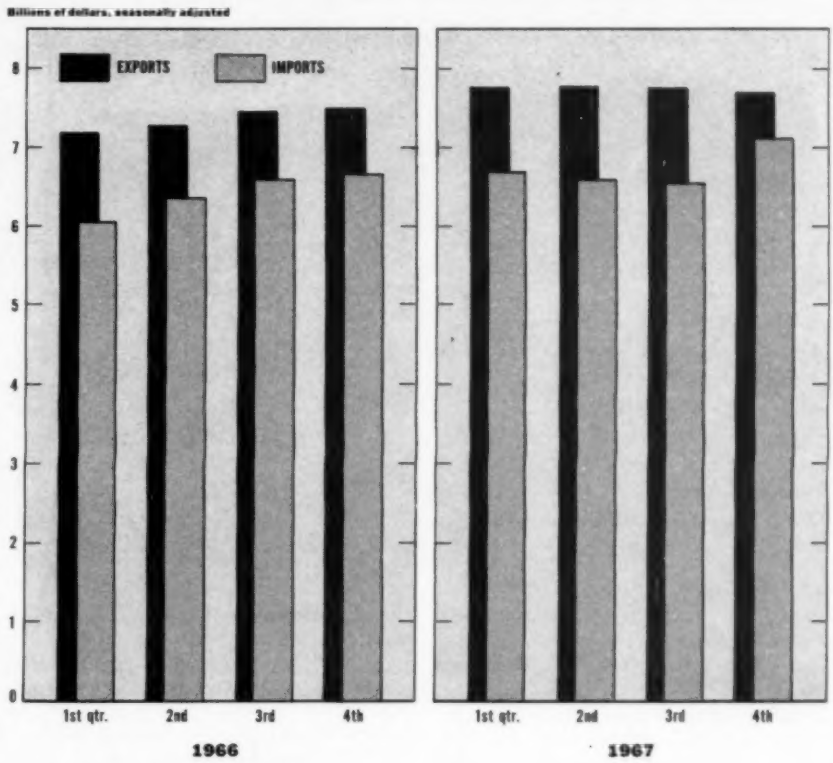
In contrast to most other types, shipments of textile machinery were considerably weaker in 1967. Improved foreign equipment and smaller outlays for modernization programs in some of our major foreign markets caused a 13% drop in exports.

Sales of electrical equipment were boosted by 11% to $2.1 billion. Strong markets in nearly every major area stimulated a one-fourth rise in the outflow of telecommunications apparatus. This was more than twice the 1966 growth rate. Deliveries of search and detection gear, navigational aids, and radio and TV broadcasting equipment rose strongly. Shipments of measuring and controlling instruments, electronic tubes, and switchgear also expanded.

Falling back to nearly the 1965 level, sales of domestic electrical appliances declined by 7%. Most of the drop was in smaller shipments of refrigerators, freezers, and washing machines.

The one-fourth advance in foreign shipments of transport equipment last year

**Export surplus gains in first nine months of '67, but dips in final quarter**




contributed 47% of the expansion in nonagricultural products. Climbing to $4.3 billion for the year, the gain in these exports was four times the average rate of growth in the 1960-66 period.

Exports of aircraft and parts rebounded smartly from a moderate 1966 decline with a rise of two-fifths. These shipments surged past the $1.5 billion mark as deliveries of commercial jetcraft were stepped up and shipments of military aircraft showed a sizable recovery. The acceleration in civilian plane sales reflected principally faster deliveries of combination passenger-cargo jets to Western Europe, Canada, Australia, and South Africa. Exports of aircraft parts and accessories likewise quickened.

Trade with Canada, stimulated further by the duty-free provisions of the 1965 automotive agreement, accounted for virtually all of the rise in exports of road motor vehicles and parts. Shipments of new cars climbed sharply by another 44%, as deliveries to Canada more than doubled to $563 million. These exports to our northern neighbor, however, slowed from the even faster pace set in 1966. With the exception of South Africa, auto sales to other markets declined in 1967.

Deliveries of trucks quickened with a 12% advance. The two-thirds rise in shipments to Canada was half the steep growth of the preceding year. Sizable gains were registered in exports to Australia and several South East Asian countries. Exports of automotive parts and accessories continued to expand but at a less rapid rate than in 1966.

## Chemical exports slow

Shipments of chemicals advanced by 5%, about half the growth achieved in 1966. The slowdown resulted from a leveling in exports of plastics and resins and a marked deceleration in the movement of manufactured fertilizers.

Sales of plastic materials were dampened by weaker import demand in Western Europe where domestic production of these products has increased. The rise in fertilizer shipments was checked by smaller deliveries to Korea, Pakistan, and Latin America.

Exports of chemical elements and compounds and medicinals and pharmaceuticals advanced a bit faster than in 1966. Especially strong were sales of organic chemicals, mainly those used for making plastics, synthetic materials, and

## Rapid growth in sales of machinery, transport equipment boosts U.S. exports

| Commodity | Exports, 1967 Value $ million | Exports, 1967 Percent change from 1966 |
|---|---|---|
| **Machinery, total** | 8,277 | + 8 |
| Computers and parts | 433 | +47 |
| Telecommunications apparatus | 478 | +25 |
| Measuring and controlling instruments | 290 | +21 |
| Cooling equipment | 287 | +14 |
| Electronic tubes and components | 230 | +14 |
| Construction and excavating equipment | 349 | + 9 |
| Engines and parts | 1,046 | + 7 |
| **Transport equipment, total** | 4,296 | +24 |
| Aircraft and parts | 1,518 | +38 |
| Motor vehicles | 1,276 | +25 |
| Motor vehicle parts and accessories | 1,110 | + 9 |

insecticides. Growing shipments to affiliates of U.S. drug companies and expanding health programs in the developing areas kept exports of medicinals and pharmaceuticals on the rise.

Shipments of mineral fuels registered a 13% gain, four times the rate in 1966. This unusually strong advance was largely the result of the curtailment of crude petroleum supplies from the Middle East and North Africa in the aftermath of the Arab-Israeli conflict. Deliveries of crude oil to the United Kingdom, Canada, and Germany accounted for most of the $82 million rise in this item.

Sales of coal and coke recovered with a small advance. All of this increase was due to a three-fifths gains in shipments of bituminous coal to Japan where steel production climbed to record levels.

Exports of iron and steel scrap reached $251 million, their highest value since 1961. The advance of two-fifths stemmed from a spurt in sales to Japan. That country also accounted for the steep rise in shipments of rough wood, mostly softwood logs used in home construction.

Loadings for ores and other scrap increased by a tenth, a faster gain than occurred in 1966. Virtually all of the $24 million expansion was in larger shipments of copper ores and copper-base alloy and nickel scrap to our large industrialized customers. Although copper ores are not normally a large item in foreign shipments, increased export quotas were authorized to ease the pinch on operating mines whose domestic market was adversely affected by the copper industry strike.

Exports of paper and manufactures continued to expand but the rise was only about a third of that recorded in 1966. Most of the 5% advance in 1967 stemmed from larger shipments of kraft liner board to the United Kingdom, European Economic Community, and Africa. Exports of woodpulp quickened a bit, rising by 10% to $256 million. Deliveries increased mostly to the United Kingdom and India.

### A fractional gain

In contrast to sizable declines in the two preceding years, shipments of iron and steel-mill products posted a fractional gain in 1967. Most of the slight expansion occurred in the first half as a result of stepped-up AID-financed shipments to Pakistan. Deliveries to Canada and the American Republics, however, slipped to lower levels.

The value of nonferrous metal exports fell by 11%, reversing an uptrend that began in 1964. Copper shipments plunged by nearly one-third. Foreign sales of this metal were depressed in the first half of 1967 by weaker European markets and domestic strike-hedge stockpiling. They were further restricted in the last half of the year by the industry-wide strike. Exports of aluminum, on the other hand, registered a strong gain for the second year in a row. Prominent in this advance were larger deliveries of ingots and alloys to Japan and plates and sheets to Canada.

Increased production by competitors and economic slowdowns in some of our major markets were largely responsible for last year's 4% decline in exports of textiles, other than clothing. Weaker demand for yarn and thread and woven cotton fabrics accounted for the decrease.

Shipments of clothing showed no change in contrast to a 15% gain in 1966. Contributions for charity fell by a tenth but this was offset by a 3% rise in commercial sales of clothing.

Exports of a number of other nonfarm products posted substantial gains. Especially notable was an 11% increase in sales of professional and scientific instruments which boosted these exports to $628 million. Most of the advance was in larger shipments of photocopiers, medical and dental apparatus, and photographic equipment. Sales of photo supplies, recording equipment, printed matter, and furniture also registered sizable increases.

### Farm exports decline

Reversing the strong rise of 1966, shipments of agricultural goods fell by 7%, largely as a result of decreased demand for U.S. wheat, corn, and grain sorghums in foreign markets. Gains were smaller for several other major farm exports.

Most of the one-fifth drop in wheat loadings was attributable to improved crops in Western Europe and sizable cutbacks in PL-480 shipments to India, Yugoslavia, and Egypt. Sales of corn fell by the same percentage as a result of larger harvests in a number of major exporting countries and strong competition from other types of feedgrains.

Shipments of rice climbed by two-fifths to $320 million. Half of this gain represented stepped-up PL-480 deliveries to Viet-Nam.

Larger supplies of competing oilseeds at more favorable prices held soybean exports to only a small gain last year, after five successive years of substantial advances.

For the second consecutive year, shipments of fats and oils declined. This was a result of lower oil prices from other exporting countries, the growing use of fish oil, and smaller exportable supplies of cottonseed oil.

Exports of cattle hides fell by one-fifth, reversing a three-year uptrend that peaked at $124 million in 1966. The substantial drop reflected increased competition from Argentine hides, larger supplies in Western Europe, the growing use of synthetics in shoe production, and a general easing in hide prices.

Our more competitively priced cotton rebounded with a 7% advance in ship-

## Falloff in grains cuts farm exports

| | 1966 % change from '65 | 1967 % change from '66 | 1967 Value $ million |
|---|---|---|---|
| Agricultural products, total [1] | +10 | − 7 | 6,451 |
| Wheat | +31 | −20 | 1,120 |
| Corn | + 6 | −20 | 704 |
| Grain sorghums | +71 | −16 | 299 |
| Rice | − 6 | +39 | 320 |
| Soybeans | +17 | + 2 | 772 |
| Cotton | −11 | + 7 | 464 |
| Tobacco, unmanufactured | +26 | + 3 | 498 |

[1] Includes reexports.

ments as a result of smaller crops in a number of exporting countries and rising textile output in Japan and other Asian countries. Larger sales to these areas and Canada accounted for most of the gain.

Sales of unmanufactured tobacco were less buoyant, rising by only 3%. The more moderate increase in 1967 stemmed from sizable stocks of U.S. tobaccos in Western Europe and the availability of larger supplies in several competing countries.

### Imports moderate

The sharp deceleration in U.S. economic growth during 1967 was reflected in the sluggish pace of imports. From an advance of 20% in 1966, the rate of increase in our foreign purchases slowed to 5%. Primarily responsible for the slackening were the pause in industrial production, the smaller rise in business investment and consumer spending, and the drastic cut in inventory accumulation. At $26.8 billion, imports accounted for 3.4% of gross national product, the same ratio as in 1966 but significantly higher than the comparable figure, 3%, for 1960.

The advance of 9% in the final quarter's imports reflected special and strike-related developments as well as the quickening pace of the U.S. economy. The increase represented greater arrivals mainly of industrial materials, especially refined copper, steel, and fuel oil, and, to a lesser extent, of consumer goods, principally autos.

Foreign purchases of refined copper climbed sharply as a consequence of the prolonged strike in the copper industry which forced U.S. fabricating mills to turn more to foreign sources for their requirements. Imports of iron and steel-mill products were spurred by renewed industrial activity in this country and, perhaps more importantly, by stockbuilding in anticipation of a possible strike next summer. The alleviation of tanker shortages which depressed arrivals after the Arab-Israeli war contributed to the more than seasonal increase in fuel oil imports in the last three months of the year.

Imports of new automobiles from our overseas suppliers, mainly Germany, jumped in the fourth quarter. This reflected strong U.S. demand for foreign cars and, possibly, the low level of dealer inventories.

### Industrial material imports cut

The smallest advance in U.S. industrial production since the 1958 recession and the greatly reduced level of inventory investment—the lowest in six years—caused a turnaround in imports of industrial supplies and materials. In contrast to the 11% rise in 1966, these arrivals dropped 3%. At $11.8 billion in 1967, foreign purchases of industrial materials remained the largest category of U.S. imports but their share of the total declined to 44% compared with 52% in 1960.

While U.S. output of iron and steel-mill products declined, imports increased by 9%. This rate of gain was double that of 1966 when purchases rose moderately after the considerable stockbuilding in the preceding year. Strike-hedge buying in the closing months of 1967 contributed to the step-up in steel arrivals. EEC manufacturers regained their dominant position in this market, replacing Japanese producers as our leading supplier of foreign steel. In 1967, imports of $1.3 billion accounted for 12.2% of apparent U.S. steel consumption compared with 4.7% in 1960.

Weaker demand for steel by the automobile and appliance industries and an adequate level of stocks in the U.S. depressed imports of iron ore to $444 million in 1967, 4% below the previous year.

The strike in the copper industry, on balance, boosted the level and changed the commodity mix of imports. With most U.S. refineries paralyzed in the second half and unable to supply fabricating mills, purchases of refined copper rose spectacularly. These imports totaled $308 million, up from $143 million in 1966. About a third of the advance in 1967 came from Canada. At the same time, however, the reduced needs of strikebound refineries depressed imports of blister and other unrefined copper to $215 million, 28% less than the year before. Chile and Peru sustained most of the loss.

Purchases of foreign aluminum fell sharply to $244 million. The decline was attributed to generally weak demand, the existence of substantial inventories, and an expansion of American production. The import cutback affected principally Belgium, Japan, and France.

### Price level rises

Although the quantity of nickel imports remained unchanged from 1966 due to sluggish demand here, higher prices lifted the value of these purchases by 13% to $203 million. Nearly all of our nickel requirements are imported, with the overwhelming portion coming from U.S. mines in Canada.

At $1.1 billion, imports of crude petroleum were 5% below 1966 as the Middle East crisis disrupted normal supply patterns. Arrivals of fuel oil continued on an uptrend, climbing by 6% to $781 million. Movements of natural gas

## Manufactures pace export, import gains

| Commodity | Exports, 1967 Value $ million | Exports, 1967 Percent change from '66 | Imports, 1967 Value $ million | Imports, 1967 Percent change from '66 |
|---|---|---|---|---|
| **Nonagricultural products, total** | *24,491 | + 9 | 22,344 | + 6 |
| Machinery | 8,277 | + 8 | 3,103 | +15 |
| Transport equipment | 4,296 | +24 | 2,688 | +26 |
| Chemicals | 2,803 | + 5 | 963 | + 1 |
| Other manufactures | 6,874 | − 2 | 10,559 | + 6 |
| Fuels | 1,104 | +13 | 2,250 | − 1 |
| Crude materials | 1,729 | +15 | 2,780 | − 6 |
| **Agricultural products** | 6,451 | − 7 | 4,472 | − 1 |

* Military grant-aid shipments excluded from total but included in commodity detail.

from Canada increased substantially as a result of growing energy requirements of the Western states.

In a reversal of the strong increase of 1966, newsprint deliveries to this country declined to $846 million. The downturn resulted from increased U.S. production and a leveling of newsprint consumption as slow business during much of 1967 adversely affected advertising linage requirements.

Purchases of foreign chemical materials and supplies decelerated sharply in line with a slowdown in U.S. chemical production. These imports amounted to $785 million in 1967, with most of the modest increase over the preceding year representing higher receipts of alumina. Movements of this material have been increasing in recent years due to greater economies in shipping bauxite after processing.

Imports of textiles, other than clothing, registered an 11% decline to $812 million but remained slightly above the 1965 level. The reduction in arrivals, primarily in cotton yarn and various types of fabrics, reflected the general downturn in the domestic textile market. Imports of manmade fiber yarns continued to make substantial gains.

The precipitous drop of $95 million in imports of unmanufactured wool stemmed from slackening U.S. demand for wool apparel fabrics at a time when mill inventories were relatively high. To some extent, the value decline in wool purchases also reflected lower prices.

## Capital goods purchases slacken

Imports of capital equipment increased to $2.7 billion in 1967, 16% higher than in the preceding year. Though substantial, this rate of advance was less than a third of the growth in 1966. Arrivals of capital goods amounted to 4.8% of domestic spending for producers' durable goods, up from 2% in 1960.

Despite the slower rise in capital outlays, imports of machinery climbed 17% to a total of $2.3 billion. This was in part the result of continued sizable backlogs for certain types of U.S. machinery. Also important was delivery on orders placed abroad in 1966 when domestic capacity was strained to meet heavy civilian and military demand.

Favorable prices, high quality, and fast delivery were instrumental in the $68 million advance, to a level of $203 million, in imports of metal-working machinery last year. Particularly expansive were purchases of milling machines and lathes from Germany, the United Kingdom, Italy, and Japan.

Arrivals of farm machinery and tractors continued to climb in 1967, reaching a level of $341 million. A large portion of these imports consists of duty-free deliveries from U.S.-owned plants abroad, mainly in Canada and the United Kingdom. The increase was principally in combines and parts from Canada.

Following a sharp expansion in 1966, imports of textile machinery increased again but at a more modest rate. The rise in 1967 probably reflected extensive modernization programs initiated earlier by many textile firms. Larger shipments from U.S. affiliates and attractive prices of foreign products contributed to the advance. Imports of weaving machines from Spain and Switzerland expanded significantly.

Purchases of business machines, mostly of the conventional type, continued buoyant. At $183 million, these imports were 21% above the 1966 total, with substantially higher arrivals of calculators from U.S. affiliates in Italy. Imports of parts for business machines also increased, particularly those originating in Canada and Japan.

Relatively small until 1966, arrivals of trucks began to increase toward the end of 1965 under the stimulus of the U.S.-Canadian automotive agreement. From $12 million in 1965, truck deliveries from Canada rose to $82 million the following year, and $164 million in 1967.

*This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.*

## Imports of industrial materials in sharp turnaround

| Commodity | 1966 Percent change from '65 | 1967 Percent change from '66 | 1967 Value ($ million) |
|---|---|---|---|
| **Industrial materials,** total | +11 | − 3 | 11,783 |
| Crude petroleum | + 1 | − 5 | 1,167 |
| Fuel oil | + 3 | + 6 | 781 |
| Iron ore | + 4 | − 4 | 444 |
| Aluminum | +14 | −19 | 244 |
| Copper | +44 | + 7 | 656 |
| Iron and steel | + 4 | + 9 | 1,289 |
| Chemicals [1] | +27 | + 2 | 785 |
| Newsprint | +13 | − 3 | 864 |
| Wool | * | −44 | 123 |

* No change.
[1] Excludes uranium oxide and consumer items.

After two years of rapid advance, imports of civilian aircraft and parts declined by 39% to $129 million in 1967. The reversal in these foreign purchases was a consequence of greater availability from American manufacturers of new short range transport jets for the larger domestic airlines and the weaker market for executive jets.

## Consumer imports expand

Following a surge of 35% in 1966, imports of consumer goods slowed to an advance of 16%. The $6.5 billion in purchases of foreign consumer items in 1967 accounted for 24% of U.S. imports and 4% of personal consumption expenditures, excluding outlays for food, fuel, and services.

Much of the rise over the past two years in imports of durables, which account for over two-thirds of consumer goods arrivals, consisted of duty-free automobiles from Canada. Car deliveries from there increased from $77 million in 1965 to $371 million the next year, and $818 million in 1967.

On the other hand, imports of cars from our overseas suppliers dropped in quantity and recorded an insignificant advance in value. At the same time, registration of foreign cars rose substantially, indicating that demand was satisfied from dealers' inventories which had been built up to high levels in 1966. Imported vehicles, excluding those from Canadian plants, made up 9.2% of total U.S. car registrations compared with 7.3% in 1966.

Contributing $75 million to the advance in imports of consumer goods in 1967 were greatly expanded purchases

of footwear. Most of the increase consisted of greater arrivals of vinyl and rubber shoes from Japan and leather footwear from Italy.

Imports of clothing continued to increase, although more modestly than in 1966, and reached a level of $649 million. Deliveries here of apparel of manmade fibers rose substantially. Purchases from Hong Kong, Korea, and the Republic of China (Taiwan) contributed significantly to the advance.

The quantity of radio receiving sets entering the country was lower than in 1966, but their value rose substantially. This increase stemmed from a shift in demand to higher priced foreign models incorporating more advanced features, such as FM and short wave reception. Paralleling trends in the less buoyant U.S. market, imports of television sets rose only moderately after a big increase in 1966. Much of the rise in 1967 resulted from greater demand for Japanese color models.

In contrast to these increases, declining consumer interest interrupted the rising trend in imports of motorcycles. These arrivals fell to $104 million, two-fifths below the 1966 level. The decline affected primarily purchases from Japan, our major supplier.

Offsetting commodity movements held imports of foods, feeds, and beverages to a 2% rise after the unusual spurt of 15% in 1966. Arrivals of these goods, valued at $4.6 billion, accounted for 17% of the U.S. import total, down from 22% in 1960.

Purchases of green coffee fell to $964 million, 10% below the 1966 total, reflecting a draw down of inventories, lower prices, and sharp increases in imports of soluble instant coffee. Since the soluble product yields considerably more liquid coffee per pound, the 16-million-pound increase in its imports displaced considerably larger quantities of green coffee.

Greater competition from lower priced meat products as well as the lifting of certain religious restrictions caused imports of fish to drop to $522 million, 6% below the 1966 level. Reduced deliveries of tuna from Japan and other kinds of fish from Canada were responsible for much of the decline.

Purchases of beef slowed from the rapid 1966 pace as larger domestic supplies became available. Most beef imports are of the boneless manufacturing quality used to make lower priced specialty products. The 16% advance, to $336 million, included greater deliveries from Australia, Ireland, and New Zealand.

### Consumer imports still strong but rise slackens from '66

| | 1966 % change from '65 | 1967 % change from '66 |
|---|---|---|
| Consumer goods, total | +35 | +16 |
| Autos and parts | +97 | +35 |
| Motorcycles | +31 | −41 |
| Radios and TVs | +43 | +12 |
| Footwear | +19 | +39 |
| Clothing | +12 | + 7 |

Higher prices for cocoa stemming from another shortfall in production lifted the import value of this commodity to $147 million in 1967. However, arrivals fell in quantity as the more expensive product depressed demand and dealer inventories proved adequate. After two years of accelerated rise, imports of whisky slowed in 1967 to an advance of 5%.

The only step-up in the rate of major food imports occurred in sugar. As domestic beet crops were reduced and Puerto Rico and the Virgin Islands were unable to fill their quotas, foreign producers were permitted to expand shipments to this market. Sugar deliveries here amounted to $588 million, with most of the increase coming from Latin America.

# Export expansion drive called key to payments bind

## Official says more dramatic temporary proposals have been overstressed in the headlines

A new U.S. export expansion drive offers the most constructive solution to the Nation's balance of payments problem, according to Lawrence A. Fox, director of the Commerce Department's Bureau of International Commerce.

"This permanent, positive feature of President Johnson's Jan. 1 balance of payments program deserves far more attention and thought than the temporary proposals that have gained all the headlines," Mr. Fox told members of the automotive industry at a panel meeting at the Pacific-International Automotive Service Industries Show in Las Vegas.

Mr. Fox noted that U.S. exports over the past decade have averaged about 4% of gross national product. By comparison, he said, Italy's exports rose from 10.8 to 13.1% of gross national product between 1960 and 1966, while Germany's rose from 15.4 to 16.9% and Japan's from 9.6 to 10.1%. He also noted a decline in the U.S. share of the world market while the share of our principal competitors has been rising.

"If we could raise the U.S. ratio by just three-tenths of one percent to 4.3%, we could add $2.5 billion a year to the earnings side of the balance of payments," he said.

"This is a goal that can be attained if our businessmen devote the same energy to foreign market development that they customarily do to the domestic market."

"The thrust of the President's program is that Government and industry should plan a systematic, long-range development of markets throughout the world."

Last year, U.S. exports rose 5.3% to $30.9 billion—only half the 1966 rate of increase, Mr. Fox said. Most of the decline is the result of the fall-off in agricultural exports, he added, noting that non-agricultural goods exports rose by 9%.

Long-range export opportunities look bright for automobiles and automotive parts, components and accessories because of the constantly increasing number of motor vehicle registrations throughout the world, Mr. Fox said.

He noted that world registrations of passenger cars, trucks and buses grew 6.4% in 1967, bringing the total to 189 million. Asia showed the largest increase, 18.3%. The Western Hemisphere increased almost 5%, Europe 7.5%, Africa 7.3% and Oceania 5.1%.

## More than 1,000 to discuss international development

More than 1,000 persons from 25 countries will attend the Tenth Anniversary World Conference of the Society of International Development in Washington, D.C., beginning next Wednesday, preliminary reservations indicate.

George D. Woods, retiring President of the World Bank, will deliver the keynote address on Mar. 7. Other speakers will be Robert Campos, former minister of economic planning, Brazil; Tom Mboya, Minister of Planning and Economic Development, Nairobi; William S. Gaud, Administrator, U.S. Agency for International Development; Willard Thorp, Chairman, Development and Assistance Committee, OECD; and Congressman F. Bradford Morse of Massachusetts.

# 1968 Turkish import program emphasizes industrial products

### Increased reliance on private business is most important change

Turkey's Import Program for 1968 allocates $835 million for imports compared with the $800 million allocated last year and reflects the increased emphasis on industrial development in the Second Five Year Plan (1968-72). Of the total, $418 million is earmarked for imports of raw materials, $332 million for investment goods, and $85 million for consumption goods.

The program, details of which have just become available, is now effective for the entire year of 1968, although the lists of goods eligible for import continue to be valid for only six months.

As in previous years, the goods eligible for importation under normal commercial licensing appear on two types of lists. The liberalized lists are comprised of goods which can be imported without quantitative restrictions, while the quota lists are composed of goods subject to quantitative limitations. The amount allocated to items on these lists has been increased to $600 million, up from $580 million last year.

The remaining $235 million is reserved for imports under bilateral trade and payments agreements.

### Import quota doubled

The most important changes in the program reflect the increased emphasis on private sector investment. The special import quota for goods imported by private industrial establishments has been doubled to $20 million, and additional quotas for industrial raw materials have been added to meet the increased demand in the expanding industrial sector.

In addition, some previously imported goods now supplied by domestic production have been withdrawn from the list.

There are also some changes in the import regulations. A tighter control and inspection system has been established to prevent import licenses from changing hands. The previous 20-day time limit for making prior deposits to guarantee importation has been extended to 30 days, and requests for additional imports or for an extension of the time limit in which additional imports must be made may now be submitted four months rather than six months in advance.

Information on the treatment of specific commodities may be obtained from the Near East-South Asia Division, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

## Deadline for views

**Deadline for requests to appear at U.S. trade policy hearings in Washington is Friday, March 8. The hearings, sponsored by the President's Office of the Special Representative for Trade Negotiations, are scheduled to begin March 25. Subject for discussion is the entire future trade policy of the United States. Write: Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, Room 729, 1800 G St., N.W., Washington, D.C. 20506.**

## New Colombia mining law contains major revisions

Colombia recently issued the first new Mining Law passed by Congress in over 25 years. Major provisions of Law No. 60 of Dec. 26, 1967 include:

- Special preference will be given in administrative decisions regarding adjudication, rental, concessions, and other pertinent aspects of projects supplying national needs and involving domestic processing of the extracted resources;
- The Government can stipulate, with prior consent of the affected parties, royalties or shares not established in the current mineral laws, and also restrict the limits of exploration and exploitation;
- The Government can declare any part of the country a national reserve and freeze any mineral deposits therein, or order them set aside for special investigation by the Ministry of Mines and Petroleum.

Decree 1163 of June 19, 1967, which went into greater detail concerning the adjudication process for mining claims, now operates as a regulatory decree under the provisions of the new law.

Translations of both these documents are available on a loan basis from: American Republica Division—886, Bureau of International Commerce, Dept. of Commerce, Washington, D.C. 20230.

## Cleveland world traders plan March 28 conference

The 23rd Annual Cleveland World Trade Conference is scheduled for March 28 at the Statler Hilton Hotel in Cleveland.

Featured speakers will be Torben Ronne, Danish Ambassador to the United States, and William M. Roth, the President's Special Representative for Trade Negotiations. Theme of the conference, sponsored by the Cleveland World Trade Association and the Greater Cleveland Growth Association, is "U.S. Business Survival in a Dynamic World." Other speakers include: George L. Strike, president of American Laundry Machinery Industries; Robert Christopher, senior editor, *Newsweek* magazine; J. C. Konen, Ashland Chemical Co.; Arthur E. Baylis, director of the National Committee on International Trade Documentation; and Igor Gordevitch, of *Vision* magazine.

Forums will be held on Banking and International Trade in Steel.

During the conference an 'E' award for export expansion will be presented to Filmco International, Inc., of Aurora, Ohio.

## Export exams scheduled for May 25 in 28 cities

The American Society of International Executives will conduct career foreign trade examinations on Saturday, May 25, 1968, from 9:00 a.m. to 12:00 noon in 27 U.S. cities and San Juan. These examinations aim to give professional standing to qualified business personnel.

Exams will be offered in the following categories: Certified Documentary Specialists (CDS), Certified Assistant Export Manager (CAEM), Qualified Export Manager (QEM), and Certified International Traffic Manager (CITM).

For information on eligibility and for study materials, write: American Society of International Executives, Secretarial Suite, Sheraton Hotel, 17th & John F. Kennedy Blvd., Philadelphia, Pa. 19103.

## Pears, apples welcome

**The Norwegian Ministry of Agriculture has announced that pears may be imported without license until July 31. Apples may be imported freely until June 30.**

# Share of manufactures market drops slightly in third quarter

## Losses, mainly in nonelectric machinery, were offset in part by gains in chemicals; U.S. position, Jan.-Sept., improved

The U.S. share of world exports of manufactures to markets other than the United States in the third quarter of 1967 fell slightly below the level attained in the preceding three months.

The slippage of two-tenths of one percent to 23.1% reflected to a large extent a normal seasonal downturn in our shipments of these products at a time when other major industrial countries recorded a fractional increase in their combined foreign sales.

Compared with the third quarter of 1966, however, the U.S. share of the manufactures market represented a gain of half a percentage point. Moreover, in the first nine months of 1967, our ratio advanced to 23.3%, a rise of three-tenths of a point over the comparable period of the preceding year.

The U.S. market standing in the September quarter of 1967 was weakened by poorer performance mainly in nonelectric machinery. Losses were offset in part by substantial gains in chemicals and by a small improvement in transport equipment.

### Chemicals gain in share

Despite a 5% drop in U.S. exports to $689 million from the June to September quarters, our position in chemicals improved by 1.1 points to 24.5%. The reduction in sales occurred largely in organic chemicals, manufactured fertilizers, and plastic materials and resins. During this period, foreign sales of our leading competitors fell more sharply, declining by nearly a tenth to $2.1 billion.

The third quarter U.S. gain followed two quarters of leveling in our share. Due to this lack of progress earlier in the year, we sustained a loss of 1.1 points in chemicals for the first nine months.

The U.S. market position in transport equipment was strengthened slightly, again counter to the movement in sales. The third quarter share moved up by two-tenths of a percentage point to 31.2%. Principally because of a strong boost in the March quarter, our gain in this product group through September was a solid 3.4% over the same months of 1966.

Quarter-to-quarter transport sales fell more than 13% to $1 billion. This drop stemmed largely from seasonally lower deliveries of autos and parts to Canada as new models were introduced. Moreover, the strike against a major American car producer cut movements to our northern neighbor in the last month of the quarter. Also important in the lowering of exports was the slump in shipments of railway vehicles and parts from their unusually high second quarter value.

### Machinery position weakens

Offsetting these gains in chemicals and transport equipment were share losses principally in nonelectric machinery, which in recent years has accounted for over a fourth of our foreign shipments of manufactures.

Exports of nonelectric machinery declined partly for seasonal reasons from an alltime peak of $1.6 billion in the June quarter to less than $1.4 billion. This represented a much sharper fall than was experienced by other major exporters, decreasing our share by 1.2 points. Except for the final quarter of 1966, the ratio of 29.8% was the lowest since the first quarter of 1965 when exports were reduced by the U.S. longshoremen's strike. Nevertheless, as a result of improved performance in January-March 1967, nonelectric machinery held the same share through September as in the first three quarters of 1966.

Most types of nonelectric machinery were adversely affected by weaker foreign demand in the third quarter of 1967. Particularly sharp cutbacks were registered in deliveries of aircraft engines and parts, tractors and parts, metalworking machines, printing and bookbinding machinery, construction equipment, and air cooling apparatus.

In electric machinery, after two successive quarterly increases, our market position slipped fractionally. The weakening in July-September was attributed to smaller American sales, notably of telecommunications apparatus, power machinery and switchgear, and measuring and controlling instruments. Larger exports in the first two quarters, however, boosted our world standing through September by seven-tenths of a point over the same period of 1966.

Sharply reduced shipments of copper due to the strike here, which shut down most of the industry beginning in mid-July, together with lower AID-financed deliveries of iron and steel-mill products were key factors depressing exports of the miscellaneous "other manufactures" group. These exports dropped by a tenth in the September quarter, resulting in a marginal loss in share for U.S. sellers.

Sizable quarter-to-quarter decreases in foreign sales occurred in aluminum, textiles, scientific and controlling instruments, paper and manufactures, and photographic supplies. In contrast, sales were buoyant in printed matter and held level in plumbing and other fixtures and in furniture.

### Japan, Germany gain

Among our five leading industrial competitors, Japan achieved the most substantial gain in the foreign manufactures market from the second to the third quarters of 1967. Germany, the top foreign seller of these products, recorded a smaller but sizable increase in share. In contrast, the United Kingdom suffered a sharp decline. The Italian and French shifts were relatively small.

Japan boosted its sales of manufactures to markets outside the United States by 7% to $1.8 billion in the third quarter, while all of its leading competitors experienced a decline in shipments. That country's expanded exports improved its market standing by 1.4 points to a record 8.6%.

The performance of Japanese exporters was especially strong in transport equipment because of higher sales of ships. They made substantial gains in nearly all other categories of manufactures.

The market share for Japan was also significantly enlarged during the first nine months of 1967. The improvement reflected year-to-year export increases in all major groups of manufactures.

The German position was bettered by

*Data on the U.S. share of world exports of manufactured goods are reported quarterly in* INTERNATIONAL COMMERCE. *The previous report appeared in the issue of Dec. 11, 1967.*

*The accompanying article, presenting information on the third quarter, was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.*

## U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

| Commodity | U.S. exports (million dollars) | U.S. share (% of world exports to foreign markets [1]) |
|---|---|---|
| **Manufactures, total** | | |
| 1964 1st quarter | 3,944 | 23.9 |
| 2nd | 4,160 | 23.8 |
| 3rd | 3,891 | 23.5 |
| 4th | 4,409 | 23.1 |
| 1965 1st [2] | 3,776 | 21.0 |
| 2nd | 4,725 | 24.2 |
| 3rd | 4,113 | 22.6 |
| 4th | 4,674 | 22.3 |
| 1966 1st | 4,662 | 23.1 |
| 2nd | 4,902 | 23.3 |
| 3rd | 4,544 | 22.6 |
| 4th | 5,044 | 22.0 |
| 1967 1st | 5,205 | 23.5 |
| 2nd | 5,460 | 23.3 |
| 3rd | 4,840 | 23.1 |
| **Chemicals** | | |
| 1964 1st quarter | 553 | 26.9 |
| 2nd | 582 | 26.4 |
| 3rd | 606 | 28.2 |
| 4th | 623 | 26.7 |
| 1965 1st [2] | 501 | 22.1 |
| 2nd | 642 | 25.8 |
| 3rd | 612 | 25.6 |
| 4th | 647 | 25.4 |
| 1966 1st | 632 | 24.3 |
| 2nd | 683 | 25.1 |
| 3rd | 689 | 25.4 |
| 4th | 672 | 23.5 |
| 1967 1st | 685 | 23.5 |
| 2nd | 723 | 23.4 |
| 3rd | 689 | 24.5 |
| **Nonelectric machinery** | | |
| 1964 1st quarter | 1,132 | 31.6 |
| 2nd | 1,199 | 31.5 |
| 3rd | 1,095 | 31.5 |
| 4th | 1,228 | 30.9 |
| 1965 1st [2] | 1,062 | 28.8 |
| 2nd | 1,423 | 33.4 |
| 3rd | 1,186 | 30.8 |
| 4th | 1,373 | 30.4 |
| 1966 1st | 1,351 | 30.7 |
| 2nd | 1,444 | 31.1 |
| 3rd | 1,318 | 29.9 |
| 4th | 1,434 | 28.9 |
| 1967 1st | 1,519 | 31.1 |
| 2nd | 1,597 | 31.0 |
| 3rd | 1,372 | 29.8 |
| **Electric machinery** | | |
| 1964 1st quarter | 416 | 27.8 |
| 2nd | 405 | 25.4 |
| 3rd | 381 | 25.4 |
| 4th | 463 | 26.1 |
| 1965 1st [2] | 377 | 23.0 |
| 2nd | 444 | 25.3 |
| 3rd | 398 | 24.1 |
| 4th | 442 | 23.6 |
| 1966 1st | 448 | 25.1 |
| 2nd | 486 | 25.9 |
| 3rd | 459 | 25.6 |
| 4th | 506 | 24.2 |
| 1967 1st | 520 | 26.0 |
| 2nd | 552 | 26.3 |
| 3rd | 494 | 26.2 |
| **Transport equipment** | | |
| 1964 1st quarter | 740 | 28.4 |
| 2nd | 783 | 28.6 |
| 3rd | 695 | 28.8 |
| 4th | 832 | 27.8 |
| 1965 1st [2] | 778 | 26.3 |
| 2nd | 907 | 28.9 |
| 3rd | 735 | 28.1 |
| 4th | 891 | 27.2 |
| 1966 1st | 918 | 29.4 |
| 2nd | 927 | 28.5 |
| 3rd | 787 | 28.1 |
| 4th | 1,083 | 28.7 |
| 1967 1st | 1,084 | 31.1 |
| 2nd | 1,172 | 31.0 |
| 3rd | 1,015 | 31.2 |
| **Other manufactures** | | |
| 1964 1st quarter | 1,103 | 16.3 |
| 2nd | 1,191 | 16.6 |
| 3rd | 1,114 | 15.9 |
| 4th | 1,263 | 15.8 |
| 1965 1st [2] | 1,058 | 14.2 |
| 2nd | 1,309 | 16.6 |
| 3rd | 1,182 | 15.4 |
| 4th | 1,321 | 15.1 |
| 1966 1st | 1,313 | 15.8 |
| 2nd | 1,362 | 16.0 |
| 3rd | 1,291 | 15.3 |
| 4th | 1,349 | 14.6 |
| 1967 1st | 1,397 | 15.7 |
| 2nd | 1,416 | 15.2 |
| 3rd | 1,270 | 15.1 |

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures, except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

[1] World exports are defined as exports from the 15 major industrial countries. These nations, which accounted for 78% of world exports of manufactures to foreign markets in 1965, are as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

[2] Affected by U.S. longshoremen's strike.

eight-tenths of a point in July-September, although sales were 7% lower. A considerable advance in share was registered in electric machinery. That country also improved in most other groups of manufactures. For the three quarters, Germany showed a moderate rise in standing.

The U.K. share of the world manufactures market dropped by 1.5 points as third quarter exports of these products plummeted by a fifth. The decline in sales was felt in all principal types of manufactures. The deterioration in share also was general, with the greatest downturn in the other manufactures and nonelectric machinery categories.

For the first nine months of 1967, however, the U.K. market position was only slightly worsened. The moderate gain in the first quarter and a leveling in the second offset part of the third quarter slump, limiting the decline in the three quarters to two-tenths of a point.

The small Italian improvement—three-tenths of a point—reflected strength in the other manufactures group and, to a lesser extent, in nonelectric machinery. The slight decline of two-tenths of a point for French exporters was a consequence of weakness in the machinery groups and chemicals which more than offset gains in transport equipment.

## Austrian firm permanently loses U.S. export rights; American suppliers punished

Emmerich Kuruc, a dealer, in electronic products, and two firms he controls, Maireco Export-Import G.m.b.H. (sometimes called Maireco G.m.b.H.), of Vienna, Austria, and Allround Establishment Inc., of Vaduz and Schann, Liechtenstein, have been denied U.S. export privileges for the duration of export controls. The U.S. Department of Commerce took the action because Kuruc was dealing in commodities of U.S. origin while under an order prohibiting such activities.

The permanent denial of privileges, effective immediately, supersedes the indefinite prohibition. Under the terms of the order, the respondents and all their agents and employees are barred from any export transactions involving U.S. commodities or technical data.

U.S. export regulations provide that, without authorization from the U.S. Department of Commerce, no person may trade in commodities or technical data exported from the United States with a party he knowns has been denied U.S. export privileges.

# Milan will be stage for water pollution control equipment show

## Latest devices for prevention and abatement of contamination to be shown to Italian buyers at U.S. Trade Center in April

U.S. manufacturers of water pollution control equipment and materials will introduce their latest products to Italian businessmen and governmental officials Apr. 14-25 at a Department of Commerce exhibition at the U.S. Trade Center in Milan.

Because of current European interest in water pollution control, the exhibition will give the U.S. companies a four-in-one opportunity to reach prospective buyers and agents in a wide area of the Mediterranean.

The Trade Center show of equipment and supplies will be paired with a U.S.-sponsored seminar featuring presentations by both independent U.S. authorities and by exhibiting companies.

The exhibition and seminar will be coordinated with a two-day international symposium on water pollution control sponsored by the Italian Federation of Scientific and Engineering Associations as part of the annual Milan International Trade Fair. The U.S. Trade Center is located on the grounds of the Milan Fair, Italy's major commercial event each year and internationally-renowned in the scope of its exhibitors and visitors.

### Market development in progress

The Trade Center show will feature a wide range of equipment and materials utilized in the control of water pollution. A market development program now is under way to attract the best sales prospects, including Italian industry and institutional executives and government officials responsible for policy decisions in water pollution prevention and abatement.

Featured speakers at the Trade Center seminar will be Dr. Rolf Eliassen, professor of sanitary engineering at Stanford University and an international authority on sanitary engineering and water resources, and Dr. Ralph Fuhrman, executive secretary of the Water Pollution Control Federation, a U.S.-based international association of organizations concerned with pollution control.

Dr. Eliassen also will be among speakers from nine countries in the Italian-sponsored symposium at the Milan Fair under the theme, "Water for Tomorrow: An International Survey." Italy's concern with water pollution problems is evidenced by inclusion of this theme in the Milan Fair.

The U.S. exhibitors will be aiming at a market which, in over-all merchandise trade, is the sixth largest in the world for U.S. exports. U.S. sales to Italy total about $1 billion annually, and the Italian economy is among the most rapidly expanding in Europe.

U.S. firms interested in participating in the water pollution control equipment and materials exhibition at the Milan Trade Center should contact the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: area code 202-967-3944), or any of the Department's 42 Field Offices.

## USIA planning show at 1968 edition of Zagreb Fall Fair

The United States Information Agency is presently developing an exhibit for the Zagreb International Fall Fair to be held Sept. 12-22 in Zagreb, Yugoslavia. The theme of the United States pavilion will be "Packaging" and will cover all aspects of the subject.

Exhibitors, who may show U.S.-made machines as well as any made under license in other countries, will be provided with: space, demonstration facilities, transportation overseas and return, and commercial support facilities, such as seminars and press and information services.

Exhibitors will provide transportation of equipment from the factory to New York, and on-the-spot company representatives, salesmen, and maintenance personnel.

It is planned that the exhibit will be adapted for future showings throughout Eastern Europe.

For complete information, **contact:** Miss Virginia Schisler, Exhibits Division, U. S. Information Agency, 1711 New York Avenue, N.W., Washington, D.C. 20547, or telephone Area Code 202, 383-3376.

## Zagreb Spring Fair to feature specialized display areas

The annual Zagreb, Yugoslavia, Spring Fair is scheduled to take place this year from Apr. 13-21, with consumer goods and a variety of specialized machinery displays planned.

Consumer goods areas at the fair will include special textile and fashion displays, the seventh foodstuffs and food industry equipment exhibition, the ninth edition of the crafts fair, and a commercial exhibition for the tourist trade.

Other separate areas will feature mining equipment, building equipment and engineering services, the eighth international exhibition of measuring and control techniques and automation (JUREMA), a materials handling and industrial transport section, and the third international machine tool fair.

Interested businessmen who wish to attend the Zagreb Spring Fair should **write:** Zagreb Spring Fair, Aleja Borisa Kidrica br. 2, Zagreb, Yugoslavia.

## Frankfurt will host 19th hotel, restaurant trade show in fall

The 19th Federal Hotel and Restaurant Trade Show will be held in Frankfurt, Germany, Oct. 12-20, combined with an International Exhibition of Culinary Art. Both exhibitions are regularly held in Frankfurt every four years. In 1964, 491 firms (among them 34 firms from seven different countries) participated in the event.

Application forms may be obtained from the Messe- and Ausstellungs-G.m.b.H., 6 Frankfurt am Main 7, Postfach. The U.S. representative for this event is the German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y.; telephone: Area Code 212, JUdson 2-7788.

## Boats, home workshops to be featured at Marseilles fair

Pleasure boats and equipment for boating and home workshops will be featured at the 1968 annual spring fair of Marseille to be held Mar. 28-Apr. 8, and U.S. firms in the field have been invited to exhibit. Boating is perhaps the fastest growing leisure activity in the part of France, and several new pleasure boat facilities are opened each year on France's Mediterranean coast.

**Write:** La Foire Internationale de Marseille, Parc Chanot, 13 Marseille 8e, France.

# United States overseas

The export promotion dates on these five pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

**Write:** Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

**Child Care and Medical Equipment. THAILAND.** The rapid progress that has characterized developments in medical and health services and facilities in Thailand over the last decade is expected to continue unabated in the foreseeable future. Under the Royal Thai Government's Second National Economic and Social Development Plan (1967-1971) over $123.5 million in public funds are earmarked for expanded and improved health service facilities throughout the country. Spurred on by this substantial official input, Thai doctors and hospital administrators are actively seeking advanced medical equipment, supplies and techniques. The U.S. child care, medical equipment and supplies exhibition, scheduled specifically to coincide with a 5-day medical convention sponsored by the Royal Thai Government, offers a unique and highly favorable climate for the U.S. medical equipment and pharmaceutical trade to show and sell their latest offerings. **Bangkok Trade Center. Apr. 8-13.**

**Industrial gas equipment. UNITED KINGDOM.** Great Britain is on the brink of one of the most significant economic developments in the past several years. This stems from the discovery of a vast supply of natural gas (estimated at 4 trillion cubic feet a day for 25 to 30 years) in the North Sea, some 35 miles off the coast of England. Due to the marked differences in the character of manufactured gas and natural gas, practically all of the present industrial equipment using this type of fuel must be converted. This will involve the installation of 1250 miles of high pressure pipeline at an estimated cost of $420 million. The overall budget involving a changeover of many thousands of items of equipment is $1.2 billion. The opportunities for U.S. participation in this industrial transition are substantial. **London Trade Center. Apr. 17-25.**

**Food processing and packaging machinery, general industrial equipment, automotive parts and accessories, chemical and petrochemical parts and processes, and international trade, finance, and investment. PARAGUAY, CHILE.** U.S. Trade Mission. Mission is scheduled for **Apr. 20-May 18.**

**Industrial security equipment exhibition. GERMANY.** Germany's phenomenal post war growth has created an excellent market for industrial security equipment. The growing import market for this type of equipment is currently estimated at $10-15 million. U.S. firms with sophisticated equipment will find prime sales opportunities by participating. **Frankfurt Trade Center. Apr. 22-26.**

**Analytical instrumentation for the life sciences. SWEDEN.** Currently importing about 30% of its analytical instruments from U.S. suppliers, Sweden will continue to be a promising market for American instrumentation. Budgets for research equipment for universities and colleges, which conduct research for Swedish industry, have grown from $6.6 million in 1964-65 to $8.1 million in 1966-67. Swedish manufacturers of such devices are not geared to offer the full range of such products. In 1966, Sweden imported more than $5 million worth of electric and nonelectric instruments for physical, chemical, photometric and acoustic measurement. U.S. industry supplied over $2 million of these import requirements. The show will feature a cross-section of the most advanced analytical instruments used in biochemical and biomedical research applications. The sales targets will include universities and colleges, research institutes, the food and chemical industries, hospitals, pharmacies and laboratories engaged in bacteriological analysis, behavior research, blood analysis and handling, chromatography and fluorometry, nuclear medicine, oxygen analysis, polarographic analysis and research data processing. A symposium and workshop series, to be held concurrently, will provide opportunity for an interchange of information of recent technological developments and research techniques between U.S. exhibitors and Scandinavian buyers and users of research instrumentation. **Stockholm Trade Center. May 6-10.**

**Advanced industrial valves, filters, pumps and compressors. JAPAN.** Japan's economy continues to surge forward on all fronts, and achievements in 1966 exceeded all forecasts. As one of the world's leading industrial nations, surpassing most European countries, Japan is looking for the newest and the

# promotions

best technology. Its industrial modernization and increased sophistication have paved the way for a clearly marked trend toward the increased use of advanced fluid, gas, and solids handling equipment throughout Japanese industry. Although the United States has a major portion of this important and lucrative market, American businessmen must continue to promote their products actively to meet increasing European competition. To ensure your share write now to obtain full details on how you may participate in this important exhibition. **Tokyo Trade Center. May 13-18.**

**Papermaking equipment. ITALY.** The Italian market demand for papermaking machinery and equipment tops $30 million annually, and imports satisfy about 60 percent of this demand. The expanding production of paper and paperboard, which industry sources have conservatively estimated at 5% yearly during 1966-1969, and the necessity for continuous modernization to keep abreast of technological progress, make the Italian market a promising one to U.S. manufacturers in this field. Reports from Italy indicate that domestic demand has increasingly favored advanced and specialized American automatic, precision, and labor-saving papermaking equipment since there is some concern that rising labor costs and lagging technical development might lead to greater competition from imported paper products. **Milan Trade Center. May 15-21.**

**Physics research equipment. UNITED KINGDOM.** Recent trends in research and development in the United Kingdom indicate strongly that the demand for scientific and technical instruments will continue to increase. In 1964-65, total expenditures in R and D amounted to over $2.1 billion of which 61% was for development, 26% for applied research and the remainder for basic research. Most of these expenditures were made by private industry with the government second and educational institutions third. U.K. imports from the United States in this field increased 15.8% in 1966 and disclosed an even greater advance in electronic and physical property testing apparatus—22% during that period. These increases resulted in total U.S. sales of $62 million in scientific, industrial and technical instruments to Britain in 1966. This would indicate a broadening market in 1967-68 and an improving trend for the future. **London Trade Center. May 15-23.**

**Metalworking machine tools, packaging, food processing equipment. ISRAEL.** Israel offers outstanding opportunities for sales of U.S. metalworking machine tools, and packaging and food processing equipment. Such industries as aircraft, automobiles, citrus fruit, cosmetics and others that contribute heavily to Israel's export sales are being expanded and modernized. As a result, demand for capital equipment generally, and the products listed above specifically, should be exceptional. It is reported that metalworking equipment purchases alone over the next 18 months are expected to reach $150 million. American manufacturers can take advantage of this selling opportunity by participating in this exhibition. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition, Tel Aviv International Trade Fair. June 4-22, 1968.**

**Mining and mineral processing equipment. SCANDINAVIA.** Mine engineers, metallurgists, mine/processing plant superintendents and road building contractors from throughout the Nordic area have been identified and invited to this special trade show. The United States is a major supplier to this area, currently accounting for 28% of Swedish imports of such equipment. Sales potential is especially high for mechanical drilling equipment, loaders, shuttle cars and excavators. There is need for equipment capable of operating in small, narrow underground workings. The larger Swedish ore producers are accelerating mine improvement and efficiency programs to meet the competitive situation in the international ore market. Particular emphasis is on construction of additional ore concentration and pelletizing facilities. The smaller mine and quarry operators continue to be prospective customers for standard contracting equipment and components. **Stockholm Trade Center. June 10-14.**

**Industrial assembly equipment, fasteners, adhesives. ITALY.** Because of the fast pace of industrial growth in Italy, prospects appear excellent for sales of assembly equipment, fasteners and adhesives. Italy's leading industries, including home appliances, automobiles, electronics and office machines, are all important users of assembly equipment. Many of Italy's largest corporations use American equipment and U.S. manufacturers should find expanding export opportunities as Italian industrial production continues to grow. **Milan Trade Center. June 12-18.**

**Mechanical power transmission equipment. UNITED KINGDOM.** American industry will bid for a larger share of Britain's $450 million market for mechanical power transmission equipment at a special exhibition in London in June. This sales promotion event will underscore the wide range of automatic equipment now available in the United States—equipment capable of moving anything from lightweight passenger vehicles to heavy duty locomotives. The adoption of hydromatic and hydrostatic drives for earthmoving and other heavy equipment in Britain has lagged. A dramatic increase, however, in "over the road" transport facilities and roadway construction, provides U.S. exhibitors in the London show with an unparalleled opportunity to boost their sales level in this type of equipment. **London Trade Center. June 12-20.**

**Transducer instrumentation systems. GERMANY.** Precision transducers and data acquisition systems from leading American firms enjoy a well established market with German R & D firms. Future market expectations are favorable with increases planned in both public and private expenditures for research. American firms with the latest and most advanced equipment will find prime sales opportunities at this show. **Frankfurt Trade Center. June 18-22.**

**Materials and cargo handling equipment. THAILAND.** The Thai market for materials and cargo handling equipment is

## America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

**Write:** America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

## Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne, and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

## Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

**Write:** Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

growing and becoming more diversified as the nation's economy expands at a rapid rate. The use of mechanized cargo and materials handling equipment has increased steadily over the last decade. Significant increases in the volume of overseas trade, building construction, mining and manufacturing activity have played a major part in encouraging more widespread use of modern handling techniques. This trend is expected to continue and strengthen. The local business climate is currently conducive to increased marketing efforts by a broader segment of the U.S. materials handling industry. To take advantage of these growing sales opportunities, a showing of U.S. materials handling and cargo handling equipment is scheduled to be held in Thailand. **Bangkok Trade Center. June 19-28.**

**Document processing and reproduction equipment. JAPAN.** Like the U.S. Japan faces the problems of an ever increasing volume of paperwork, document reproduction, information storage and retrieval in corporations, universities, government agencies, financial institutions, research laboratories, information centers, libraries, manufacturing and engineering concerns, commercial organizations and agencies of all types. Many areas of this market are just beginning to institute advanced document processing procedures. Modernizing activities in the following areas are now taking place or are planned: Reprography and microfilming, document and record storage and retrieval, copy and graphic arts preparation, photocopying, duplicating and reproduction. According to recent reports, there is a significant market potential and a definite demand for U.S. made equipment for reproduction, microfilming and retrieval systems. Through this exhibition, U.S. manufacturers have a prime opportunity to introduce the most modern information handling systems to a $30-$40 million market which is increasing annually. **Tokyo Trade Center. July 22-27.**

**Advanced electronic components, instruments and equipment. JAPAN.** America's principal overseas customer represents the world's third largest industrial economy. The nation's accelerating $3 billion electronic industry imports more parts and equipment from the U.S. than any other nation. This dynamic demand has been carefully researched and over 70 selected U.S. product lines are known to be saleable to industry, government and laboratories. "Made in U. S. A." connotes technological and quality advantages to Japanese users. This joint U.S. industry/government exhibition, the largest presentation of its kind ever held in Japan, offers American manufacturers an unparalleled opportunity to do business with the largest gathering of Japanese buyers and specifiers of electronics. **U.S. Commercial Exhibition. Japan Electronics Show, Tokyo. Sept. 17-23.**

**Nuclear instrument systems and components. UNITED KINGDOM.** Next to the United States, Great Britain offers the most attractive possibilities in the sale and distribution of nuclear instrument systems and components. As a matter of fact, in the nuclear power station program (utilities) the U.K. currently has the largest single operation in the world. Attractive market opportunities for U.S. producers are indicated because of the emphasis in Britain on research. This has resulted in a "slow down" in the production of the more sophisticated and advanced components. The total market in the U.K., including industrial, medical, and research is estimated



$2 billion, and London the center of European Trade, espe-

ports of capital equipment and supplies to fill production

"BEST SHOWER EVER" was the way officials at the U.S. Trade Center in London described the exhibition of compact computers held there in January. Sixteen firms in the show predicted sales of $2.5 million. A full report on the train-mounted exhibition which carried the computers around the United Kingdom is planned for the issue of Mar. 25. The train show visited Birmingham, Manchester, and Newcastle in England, and Glasgow in Scotland.

at $15 million, of which the replacement figure, excluding new users is about $2½ million. Through this exhibition, U.S. producers have a genuine opportunity to introduce the latest developments in the nuclear systems and components field. **London Trade Center. Sept. 18-25.**

**Production equipment for the electronics industries. GERMANY.** West Germany's electronics industry, the largest in Europe, is tooling-up for a major expansion of production capacity in 1968. With all signs pointing toward a German economic resurgence, a substantial rise of more than 5% to a record level of $2.4 billion for electronics consumption is being forecast. To assist U.S. industry, the Department of Commerce is sponsoring its first showing of electronics production equipment at a major international trade fair. The ELECTRONICA Exhibition, held every other year, is a leading event on the European electronics calendar. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. ELECTRONICA 68—International Trade Exhibition of Electronic Components, Measuring and Production Equipment, Munich. Nov. 7-13.**

**Environmental test equipment. JAPAN.** Japan—that dynamic newcomer to the front rank of industrial nations—is attracting worldwide attention to its amazing economic growth. The industrial advances being made by Japan have created a definite need for environmental test equipment. This market is estimated at $18 million now and should reach $25 million by 1970. Many segments of Japanese industry are just beginning to find a definite need for environmental test equipment. With a phenomenal growth of the Japanese aerospace industry, both in the production of foreign and its own design, together with the entrance into the missile and space fields, Japan's aviation industry is encountering test requirements that it has not had to meet heretofore. This growth as well as the growth in such areas as shipbuilding (world's largest), automotive production (second to the U.S.) and consumer products, dictates the need of still additional environmental test equipment. Call Area Code 202, 967-4511 for additional information. **Tokyo Trade Center. Nov. 11-16.**

**Advanced medical equipment. JAPAN.** Seven thousand Japanese hospitals offer an excellent market for U.S. medical equipment. Categories showing particularly high sales potential are electrocardiographs, biological electronic measuring instruments, monitors and telemeters, medical research and test equipment, medical radioactive measuring instruments, medical television and applications, data processing systems, bioelectro stimulators, and environmental hygenic devices. For additional information on how your firm can promote its products in this fertile market, call Area Code 202, 967-5622. **Tokyo Trade Center. Dec. 9-14.**

*The following shows, in which all available display space has been booked, are still open for visits by interested representatives of the industries involved.*

**Space fully booked**

**Electronic production equipment, computers, instrumentation. UNITED KINGDOM.** Next to the United States, Britain is the free world's largest producer and user of instruments and electronic production equipment. With a rapidly growing European electronics market, presently estimated at over $9 billion, of which the U.K. market makes up



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$2 billion, and London the center of European Trade, especially electronics, the setting of the most successful Instruments, Electronics and Automation Exhibition is assured. The IEA Exhibition, held every other year, is the leading electronic design engineering event in Europe. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. Instruments, Electronics, Automation Show, Olympia, London. May 13-18.**

Space fully booked

**Packaging equipment and materials. ITALY.** Italy offers an excellent market for specialized and advanced packaging, packaging and accessory equipment. U.S. manufacturers supplied nearly 20 percent of Italy's imports of packaging equipment in 1966, and the current demand for special and fully automatic packaging equipment from the United States is still rising. Most Italian users and potential buyers of packaging machinery and equipment feel that U.S. products are superior to European items in efficiency, technical quality and durability. **Milan Trade Center. Mar. 13-19.**

Space fully booked

**Data processing equipment. GERMANY.** Outside of the U.S., Germany is the largest market for electronic data processing equipment. This market will approach $300 million in 1967 for computers and related equipment, and the growth of computer installations is expected to double by 1974. More than 80% of the computers now in use and on order are of U.S. design. The rapid expansion of the German computer market offers prime export opportunities for equipment manufacturers and firms offering consulting and software services. **Frankfurt Trade Center. Mar. 18-22.**

Space fully booked

**Water pollution control equipment and materials. ITALY.** In common with other countries enjoying thriving industrial economies, Italy has many water pollution problems, and the programs being formulated to solve these problems create a market for the latest equipment and techniques relating to pollution control. In conjunction with the Milan International Trade Fair, F.A.S.T. (The Federation of Scientific and Engineering Associations) will conduct a symposium at the fairgrounds on water pollution control with speakers from 9 countries. It is therefore extremely timely for the U.S. Exhibition to be held during this period at the Trade Center, located adjacent to the fairgrounds. **Milan Trade Center. Apr. 14-25.**

Space fully booked

**Equipment and supplies for the plastics industry. SCANDINAVIA.** Scandinavian per capita consumption of plastics is high. Sweden itself is the third highest per capita consumer of plastics in the world. Rapid advances in technology, resulting in development of special-purpose resins, better design applications and greater use of plastics in combination with other new materials, have generated an overall annual production increase of 20% in the Scandinavian plastics industries. Sweden alone is estimated to spend $8 million a year for plastics machinery, yet only one firm manufactures needed equipment. Scandinavian countries rely increasingly on imports of capital equipment and supplies to fill production quotas. **Stockholm Trade Center. Mar. 28-Apr. 3.**

Space fully booked

**Industrial process control equipment. SWEDEN.** There is a growing demand in Sweden for both electronic and non-electronic instruments and devices for controlling industrial processes. In its effort to stem rising manufacturing costs and to remain competitive in world markets, Swedish industry is utilizing a wide range of process control equipment, including instruments imported from the United States valued at more than $3 million annually. Although market potential extends throughout Swedish industry, the pulp and paper, cement, chemical and metal fabrication industries offer prime sales prospects for U.S. equipment. Among the products to be featured at the exhibition are electric, electronic and mechanical instruments and devices used in measuring, recording and controlling the variables of industrial production such as temperature, pressure, moisture, delivery and liquid level. U.S. firms exhibiting will have an excellent opportunity to reach the specialized, selective Swedish industrial market, to establish sales representation there, or to expand existing sales. **Stockholm Trade Center. Apr. 18-24.**

Space fully booked

**Instrumentation and chemical processing equipment. FRANCE.** The chemical industry is the strongest sector in the French industrial complex, currently growing at the rate of 8.4% per year. By July, 1968, there will be no protective internal tariffs within the Common Market, so France urgently needs to modernize its chemical industry to get on a competitive footing with its European member partners. This year $408 million will be spent on new plant facilities, including the latest in automation and processing equipment available. By 1970 these investments are slated to reach $612 million. The CHIMIE trade fair in Paris is the biggest chemical show in Europe in 1968 and is an ideal medium to reach this dynamic market. Attendance tops 350,000 business visitors and almost 1,400 manufacturers exhibit. **U.S. Commercial Exhibition, Salon International de la Chimie, Paris, May 24-June 1.**

Space fully booked

**Shipyard production and marine equipment. JAPAN.** Unprecedented growth, dynamic annual increases, incredible success are among the descriptions applied to the Japanese shipbuilding industry. The nation, the world's largest producers of vessels, from small hydrofoils to the world's largest ocean-going tanker, offers a prime market for all types of equipment. Currently, there is a 14.1 million ton backlog of vessel orders; this is an estimated two year production reserve. With expansion of existing facilities, increased capability is foreseen to handle more construction. Demand is expected to continue to be strong. Much U.S. hardware is still considered to be of superior quality and advanced design. In 1966 the United States supplied to the marine construction industry 50% of the advanced equipment and supplies imported into Japan. American shipboard equipment of all kinds—mechanical, electrical, electronic, pneumatic—as well as specialized machine tools, assembly and handling equipment, testing gear and supplies used at dockside, in workshops, in hulls, and on decks have been identified as having good sales opportunities within the Japanese shipbuilding industry. **Tokyo Trade Center. June 17-22.**

# Colombia outlook better

## Year of strong economic adjustments has created favorable economic prospects

By HAL RYERSON
*Commercial Attache,*
and THOMAS BREWER
*Asst. Commercial Attache,*
*U.S. Embassy, Bogota*

Colombia's year of adjustment in 1967 has created a favorable economic outlook for 1968.

The reversal of the import liberalization policy and the subsequent legislation imposing rigid controls on imports, foreign exchange and investments, which was the result of the November 1966 foreign exchange crisis, caused apprehension and uncertainty during the first six months of 1967.

Clearer definition and application of Government policy was necessary before it was possible to judge the short and long-term effects of the drastic actions by the new regime. The continued application of these measures during the second half of 1967 furnished this trial period and contributed to a promising short-term outlook.

Imports are being controlled without a serious disruption to industrial production, essential imports are entering Colombia in sufficient quantities to satisfy demand, and the continuing moderate flexibility of the certificate exchange rate, which is largely for the payment of imports, has helped avoid an upsetting fluctuation in the retail price structure. Relative confidence has been restored to the private business community in a country whose economy has been characterized by periodic financial crises.

### Constructive steps

The present administration has taken constructive steps in a variety of economic areas. A new look at the petroleum problem resulted in government action to improve the exchange rate regime for the oil industry. The action has reactivated interest in exploration and development by private companies. Public investment grew approximately 40% on a cash basis in 1967, reaching about $160 million.

Improved internal fiscal policies resulted in a current account budget surplus for the second consecutive year, and improved planning of Government projects by a strong Planning Department contributed to the feeling of confidence.

The balance-of-payments situation improved during 1967, with a gain in net assets of about $79.4 million, including $21.5 million of commercial arrears.

Effective controls on prices and wages accounted for an estimated cost of living increase of 7 to 7.5%, the lowest annual increase in five years.

Minor export promotion is receiving new emphasis, and registrations of exports other than coffee and petroleum were $119 million in 1967, a 14% increase over actual minor exports in 1966.

Returns from coffee exports grew from $302 million in 1966 to $319 million during 1967, well above the $280 million originally estimated. The coffee price strengthened from a low of under 40 cents in January to 42.5 cents in December.

Imports are expected to increase in 1968. A Government spokesman estimated that import registrations would rise to $604 million in 1968 as compared to $507.2 in 1967. This should increase total future exports from the U.S.

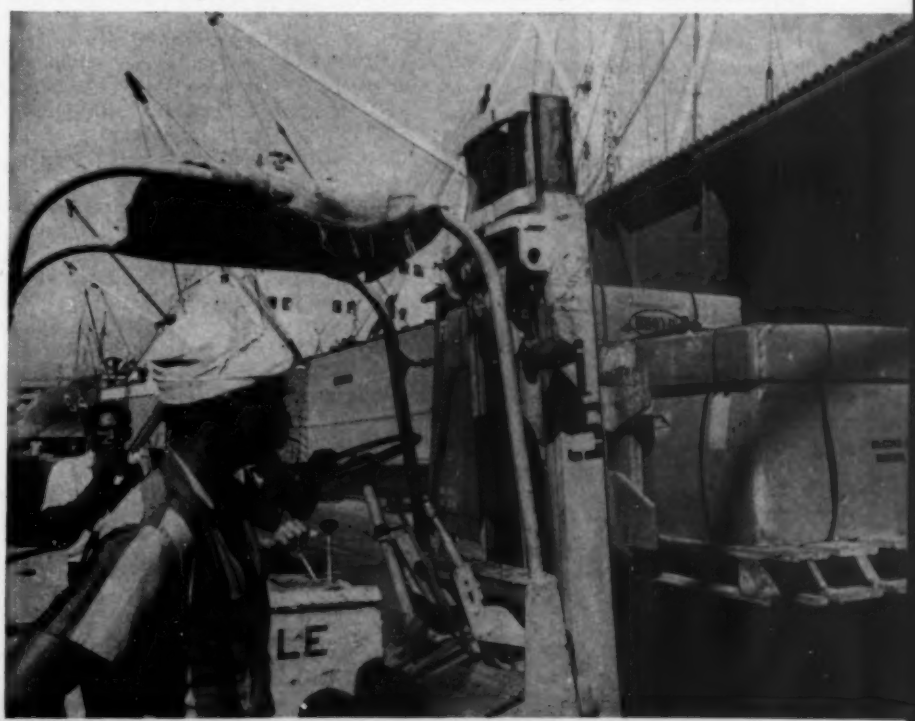
Increased competition for U.S. exporters will be felt through the compensation agreements with Spain and the bloc countries. New agreements were recently signed with Russia, Hungary and Poland. In addition, a trade agreement was signed with Israel. These new agreements include lists of manufactured and semi-manufactured products which Colombia hopes to introduce in addition to the traditional coffee exports.

Preliminary estimates for the Gross Domestic Product during 1967 are approximately 4% growth in real terms. This compares with 5.3% in 1966. With an estimated population growth of 3.2%, the per capita increase for 1967 would be about 0.8%.

Unemployment continues to be a serious problem, with estimates averaging from 12 to 16% in the country's major cities. With increased public investment projects and renewed investment interest in the private sector, this figure may decrease slightly in 1968.

Domestic sales during 1967 suffered considerably due to the uncertainty caused by the new exchange and trade legislation and the government's anti-inflationary measures. However, the last half of the year showed improvement, and with the renewed confidence evi-

**COLOMBIAN IMPORTS** are expected to increase by almost $100 million in 1968. Port improvements, such as these financed by a World Bank loan, will enable the economy to handle the increased flow.



denced within the country, sales are expected to continue their upward trend.

The foreign investment outlook, including reinvestment by companies within Colombia, suffered a set-back during 1967. The 10% limit on the remittance of profits and reinvestment and other new controls caused some potential foreign investors to look for areas where there were fewer controls and potentially higher returns on capital investments. Nevertheless, a number of new investments totaling approximately $18.5 million were approved by the Planning Department during 1967. Of the total approved new investments, about $16 million was from the United States.

However, this figure is not commensurate with the development needs of the country, and includes a substantial portion connected with investment plans made before the new regulations.

All foreign capital investment must be registered under the new economic decrees, providing for the first time since 1957 a census of foreign investment in Colombia. Although the registrations are not complete, by the end of 1967 over $900 million dollars had been listed with the office of Registry of Foreign Capital. This sum, representing foreign investment from all countries, substantially exceeds the estimates which were formerly made.

### Growing realization

There appears to be a growing realization on the part of the Government of the need for private investment as an evidence of confidence in economic and political policies, plus the great long-term benefits such investment brings, including the contribution to the gross national product, assistance in lowering the unemployment rate, and the contribution to Colombia's overall industrial and agricultural growth.

The 10% limitation on profit remittances or reinvestment, based on an established net capital base, was raised twice during 1967 for specific investment proposals the Government considered essential to economic development. Indications are that additional exceptions will be favorably looked upon if the projected investment or reinvestment falls into categories essential to development.

The period of adjustment of 1967 brought about reforms which should have a strong influence in the development of Colombia. Confidence is returning and there is a new awareness of the need to move the country back into a channel of stability and growth.

In spite of the problems still facing the country, the future of Colombia looks brighter at the beginning of 1968 than a year ago.

# Stability brings business optimism to Dominican Republic; stronger trade ties with Puerto Rico sought

## Balance of payments problem persists, with no real evidence of basic improvement; foreign exchange rationing eased slightly

Anti-inflationary fiscal and monetary policies are combatting inflation in the Dominican Republic and reducing the nation's serious balance of payments deficit.

Along with the drought, these policies have contributed to a slowdown in consumption from the pace reached in the first year after the 1965 revolution. Latent inflation is being contained, however, and the rapidly rising import trend of early 1967 has been stopped, according to the latest Economic Trends Report submitted by the U.S. Embassy in Santo Domingo.

Meanwhile, political stability is an invaluable economic asset which continues to be conducive to optimism. In general, business confidence is rising, particularly in the industrial portion of the economy.

The Government is continuing its austerity measures of reduced public salaries, frozen private wages, price controls, import restrictions, and limited operating budget expenditures. Higher tax revenues are being realized by means of more vigorous enforcement of existing laws.

### Credit still tight

The money supply in 1967 remained at its lowest level in several years. Although commercial bank credit to private business has expanded, it is still tight. A considerable amount of capital is tied up by the Government in the accounts receivable of private enterprises.

Although a complex new marginal reserve system was put into effect in March 1967, the effective reserve requirement is still close to 50% on sight deposits and to 30% on time and savings deposits.

Business conditions present a somewhat mixed picture. Sales of a number of domestic items such as cement, textiles, and industrial power are up. Construction has been particularly active.

On the other hand, imported goods generally and certain domestically produced non-essentials such as beer and cigarettes are down.

Excise tax collections, a rough indicator of business conditions, remained at their 1966 level. Producers of domestic consumer goods tend to view the drought, with its depressing effect on agricultural incomes, as the major cause of reduced sales.

Work goes forward on laying the foundations for the economic development of the country. Important infrastructure projects are under way. Investment is on the rise. Agricultural production remained at about the same level or declined slightly, largely due to drought conditions.

The balance of payments deficit continues without any certain evidence of basic improvement. Exports in 1967, nevertheless, did increase substantially over 1966, and the Government is continuing its efforts to bring about a fundamental correction by means of export promotion coupled with anti-inflationary monetary and fiscal policies.

It has become clear that additional import controls imposed last July in the form of exchange rationing and outright prohibitions are effectively restraining imports. On the basis of legislation and decrees already in effect, these import controls will continue in force until June 30, and the overall Government austerity program will continue until September.

The outlook is for a continuation of the measures through 1968, although they may be tightened or relaxed during the year in accordance with the developing situation.

The Government began 1968 with some relaxation of its foreign exchange rationing program on the grounds that otherwise 1968 imports would have been brought to a level substantially below that of 1967.

Vigorous campaigns are under way to increase exports, both of the important traditional crops as well as products which have been minor or new to the Dominican export list. The designation of 1968 as the "Year of Production" carries with it the exhortation to produce more

for export, but also with emphasis on import substitution.

The expansion and diversification of agriculture is receiving a high priority in the development effort.

The short-term goal is to increase the production of agricultural crops for import-substitution and for export.

The continuing drought, however, is delaying expected production increases. During 1967, the Dominican Republic generally received one-third to one-half less rainfall than the average. A prolongation of the drought for several more months would result in major hardship for the crucial agricultural portion of the economy.

The Balaguer Government has in many declarations indicated a strongly favorable attitude toward private investment, both domestic and foreign. This posture has now taken concrete policy form in an industrial incentive bill, which passed the lower house of the Congress and is expected to pass soon in the upper house.

In 1967, a very successful industrial park project sponsored by the government led to the establishment of more than 40 new small industries at a site not far from Santo Domingo.

The object of the legislation is to develop and stimulate new and existing industrial manufacturing activities, both foreign and domestic, which can effectively contribute to the economic development of the country. The bill is designed to provide new companies with a degree of exoneration from import and profits taxes.

With the passage of the bill, foreign private investment is expected to increase considerably. A number of companies have been waiting for the enactment of such a law before putting their investment plans into effect. Moreover, substantial investments in mineral extraction, particularly ferronickel, copper, and salt, may be made in 1968.

Unemployment, which is running at a rate (17-30%) high enough to characterize depression conditions in a developed country, will probably be reduced only gradually in the foreseeable future. With prospective 1968 Government investment at much the same level as 1967, the prospect for an increased rate of expansion in employment lies with increased private investment, particularly in the agricultural sector.

## Special relationship

One of the principal objectives of the Dominican Government in its foreign relations is to intensify economic and commercial relations with Puerto Rico. The special relationship is conceived to rest on a complementarity of economies between the two islands, namely Puerto Rican industry and Dominican agriculture.

A Joint Dominican-Puerto Rican Economic Commission held an initial conference in Santo Domingo last November. Consequent exchange visits are taking place, primarily to determine how Puerto Rican technical assistance in agriculture, industry, and tourism can best be extended and to examine the possibilities for joint enterprises.

A high priority is placed on increasing Dominican output of agricultural products marketable in Puerto Rico. A number of joint projects are expected to be identified and started in 1968.

At the same time, government and business circles are discussing the entire range of issues concerning regional economic integration. There is not as yet indication of any consensus forming as to what the country should look for in integration, nor which grouping it should seek to join. Nonetheless, many Dominicans feel that economic integration in some form is inevitable.

Several circumstances make the Dominican Republic increasingly attractive to private investors, especially Americans. Dominican familiarity with and preference for American goods and techniques are strong positive factors. The rich natural endowment of the country is a constant source of attraction. The current Dominican program to establish the closest possible economic relations with Puerto Rico with a view toward joint business ventures and a generally intensified flow of goods and persons is based on a desire to share the same kind of development Puerto Rico has experienced through the use of American capital.

Enactment of an industrial incentive law will decidedly brighten the investment picture.

## Competition stiffens

The United States is the most important trading partner of the Dominican Republic and will remain so for the foreseeable future. But U.S. exporters can expect to find a more difficult trade situation than heretofore.

European and Japanese manufactured goods, such as automobiles and trucks, farm implements, and electrical supplies, are finding an increasingly favorable reception in the Dominican Republic. Competition is all the keener now that import levels are being held down. Under these conditions, expansion of U.S. exports to the Dominican Republic in 1968 will be difficult.

On the other hand, the increasing Dominican agricultural exports, including new products such as winter fruits and vegetables, are finding their market almost exclusively in the United States and Puerto Rico.

Greater commercial activity between the Dominican Republic and Puerto Rico is likely in its first phases to increase considerably the net flow of goods to Puerto Rico and the United States.

**AGRICULTURAL EXPANSION** and diversification are getting high priority in Dominican Republic's development effort. Below, Allis-Chalmers planters, capable of covering 50 acres a day, put down fertilizer, herbicide, and insecticide in one pass at a Dominican seed corn experimental project.

# French take firm action

## Sluggish 1967 economic performance leads to dramatic Government program

Faced with production, sales and unemployment statistics that stubbornly refused to show the significant improvements predicted for them as far back as last Fall, and with increasingly vocal expressions of discontent from virtually all sides, the French Government has taken dramatic action aimed at boosting the economy out of the 1967 doldrums.

The program, essentially counter-cyclical in nature, was more comprehensive than observers here expected, containing specific inducements to consumer demand, public and private investment and construction.

According to the latest Economic Trends Report submitted by the U.S. Embassy in Paris, the program's main steps included:

- an effective 5% cut in personal income taxes due in 1968;
- increases in certain social transfer payments;
- tax adjustments which effectively will lower the cost of certain investment expenditures;
- increased aid to promote industrial development in depressed areas; and
- increases in government outlays for housing construction plus a significant reform aimed at lower construction and housing purchase costs.

This program is expected to release about three billion additional francs into the income stream this year, of which almost a billion will be available to French consumers during the next few weeks. It seems very probable that this will result in some marked immediate improvement in consumer demand, and the Government is certainly banking on the favorable psychological impact to stimulate new orders which will justify increased outlays for investment by reluctant businessmen.

### Change in policy

Of perhaps greater potential significance to France's economic future than the measures themselves, however, was the apparent change in general economic policy objectives which characterized Economics Minister Debré's presentation.

In the past, French economic policy has been mainly oriented toward the maintenance of internal price stability and the achievement of equilibrium, if not surplus, in France's external payments position. On this occasion, Debré went to some length to stress that the new primary objective of French short-term policy was the achievement of a 5% annual growth rate, with the implication that, if necessary, France would make use of its ample reserves to ensure that this target is met.

This new emphasis is directly in line with the recommendations of the OECD, whose annual review of France was published at about the same time as the new French program was announced.

Everyone agrees that action was required to give the economy new life. Those statistics which are now available clearly indicate that the 1967 performance was the poorest year in overall terms since at least 1959. Industrial production is estimated to have gone up by only about 2%; exports for the year increased, but only by a disappointing 4.4%, while imports were up by 4.4%; the only really bright spot was agriculture, where production as a whole was up 7% over 1966.

A very rough estimate of growth in GNP for the year suggests a rate around 3.7% in real terms.

If overall output figures were disappointing, the things that hit home to virtually all Frenchmen were the dramatic increases during the year in the retail price index and unemployment. The total rise in the index amounted to 3.3%, of which a good proportion was the direct result of the 1967 Government reforms, especially increased employee contributions and the decrease in reimbursement rates for Social Security.

Retail prices on other consumer goods and services only rose at about the same rate as 1966 (around 2.7%). It is possible that some of this rise was the result of efforts by retailers to anticipate the reform of the tax on value added, which went into effect on Jan. 1.

Unemployment was another matter. Unsatisfied job requests were up by almost 45% over Dec. 1966, and total unemployment is now estimated at around 450,000, or roughly 2¼% of the labor force. While this does not seem very high by U.S. standards, it is actually the highest level of unemployment in France since 1954. In addition, pocketbooks were also affected by shorter working hours.

### Jobless spurred action

Despite the fact that the rate of increase in unemployment has tapered off considerably over the past few months, the situation was regarded with increasing concern and growing discontent. This situation, perhaps more than any other single factor, seems to have tipped the scales in favor of early and decisive Government action.

Over the next few months, the general economic outlook is better. With the boost provided by the new counter-cyclical program, sales, new orders and production should begin to pick up, with the result that, at least temporarily, some of the momentum which was lacking last year should begin to return. How long such a pace can be sustained in the absence of complementary action throughout Europe (or supplementary action later by France) is still problematic; but the near term outlook for France is certainly better now than it was at the turn of the year.

The Government has not yet officially revised its October projections for 1968 despite the intervening developments of British devaluation and the new U.S. balance of payments program. While an overall 5% French growth rate remains an attainable target, the U.S. and U.K. measures clearly require some adjustment in expected growth rates among particular sectors.

In exports, for example, a target lower than the originally estimated 11% in-


### Publicize your product

The *South China Morning Post*, a leading daily English-language newspaper published in Hong Kong, is interested in receiving brief articles or news items together with photographs on new products, production techniques, and services for its daily eight-page 'Trade and Transport' insert. Submissions should be short, about 200-300 words, and should note that the material is to be considered for inclusion in the Trade and Transport section.

U.S. firms and trade associations should direct their submissions to the Editor, *South China Morning Post*, 1-3 Wyndham St., Hong Kong, B.C.C.

crease for 1968 clearly seems indicated.

For France, the combined effect of these measures would suggest that, at best, imports and exports would increase at about the same rates, and may even be the reverse of original French estimates which showed exports growing faster than imports. To the extent that exports do not increase at expected rates, the French will have to increase consumption, investment, or both, to meet the 5% GNP growth objective.

On external account, the adjustments suggested above raise the distinct possibility that France could move into overall balance of payments deficit during 1968.

## No harm likely

There is no reason, at the moment, to fear that domestic consumption and investment need suffer from either the U.K. or U.S. actions. A variety of policy instruments—monetary and fiscal—are readily available to the Government to take up any observable domestic slack, and the January expansion program suggests that the Government is prepared to make use of them if the need arises.

On Jan. 1, the Government introduced a new system of taxes on value added (TVA), extending them for the first time to cover virtually all domestic transactions, including agriculture and services, as well as moving the tax forward to the retail stage. At the same time, many previously applied special or local taxes on such transactions were abolished, and the schedule of rates for the TVA was revised.

The incidence of the reform on the retail and wholesale price structures is still uncertain. In theory, wholesale prices on many manufactured goods should decline. Prices on such goods at the retail stage would also fall if markup margins remain constant. However, if margins are increased, prices could either remain steady or rise.

Preliminary surveys taken in January do not yet show any clear trend, and it will probably be some weeks, if not months, before such movements can be seen clearly.

Recognizing that such uncertainty could be dangerous for price stability, the Government moved in December to forestall unwarranted increases. So-called stabilization contracts were negotiated with most of the large retail outlets in France (covering about one-fourth of the total) in which retailers agreed to hold December price levels for a minimum six-month period. The Government has also been using moral suasion to hold the price line in other areas.

At the moment, direct price control does not appear to be an imminent prospect, though it cannot be ruled out on at least a selective basis if some prices appear to be getting out of hand.

While the actual effect of the tax reform on imports and exports remains to be seen, the Government has released a set of calculations describing the theoretical effects on costs of investment goods and certain exports which should be realized if markup margins are held at past levels.

Overall, the Government expects the cost of most investment goods to decline by an average of about 7%. Particularly dramatic reductions are projected for the cost of investment goods used in the automobile industry, 13%, and mechanical and electrical equipment for autos, 19%.

The Government also expects the export cost of virtually all manufactured goods to decline by between 1 and 2%, with especially noticeable declines expected in ships, household appliances and electronics.

No figures showing the expected impact on imports have been released. However, since the tax rate on most manufactured products has been reduced (from 20 to 16.6% of the gross value, including the tax itself), it is reasonable to assume that the tax paid on the landed cost of such imports will be lower.

What is not yet evident is the effect the reform will have on prices of imported goods as compared with competing domestic products at the retail stage. This will become clearer in coming months.

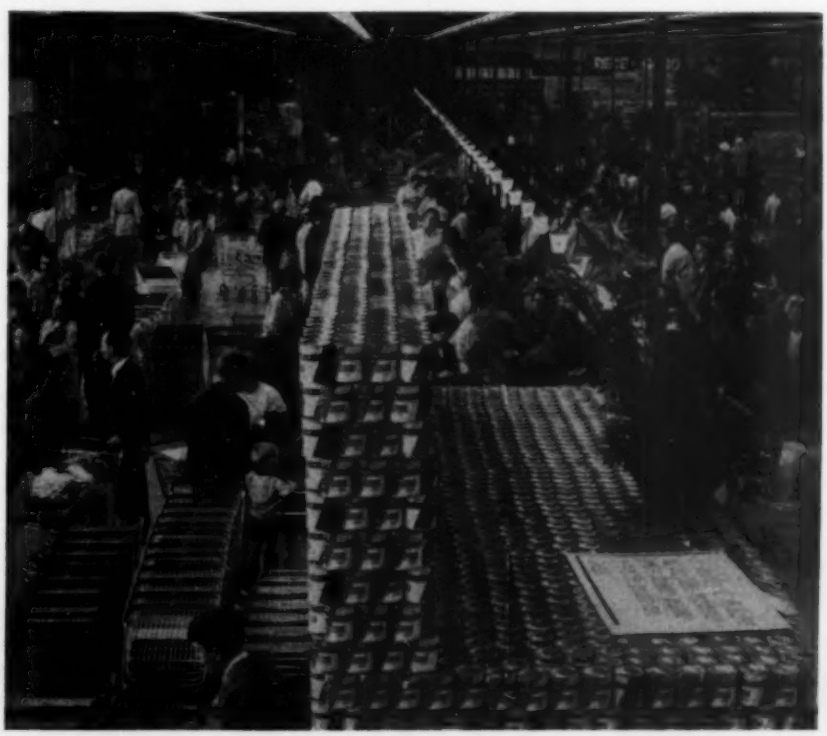
Despite the fact that French imports from the U.S. increased during the past year by only 2%, the 1967 performance of U.S. exports contained several satisfactory elements. The U.S. share of the market held fairly steady at close to 10%.

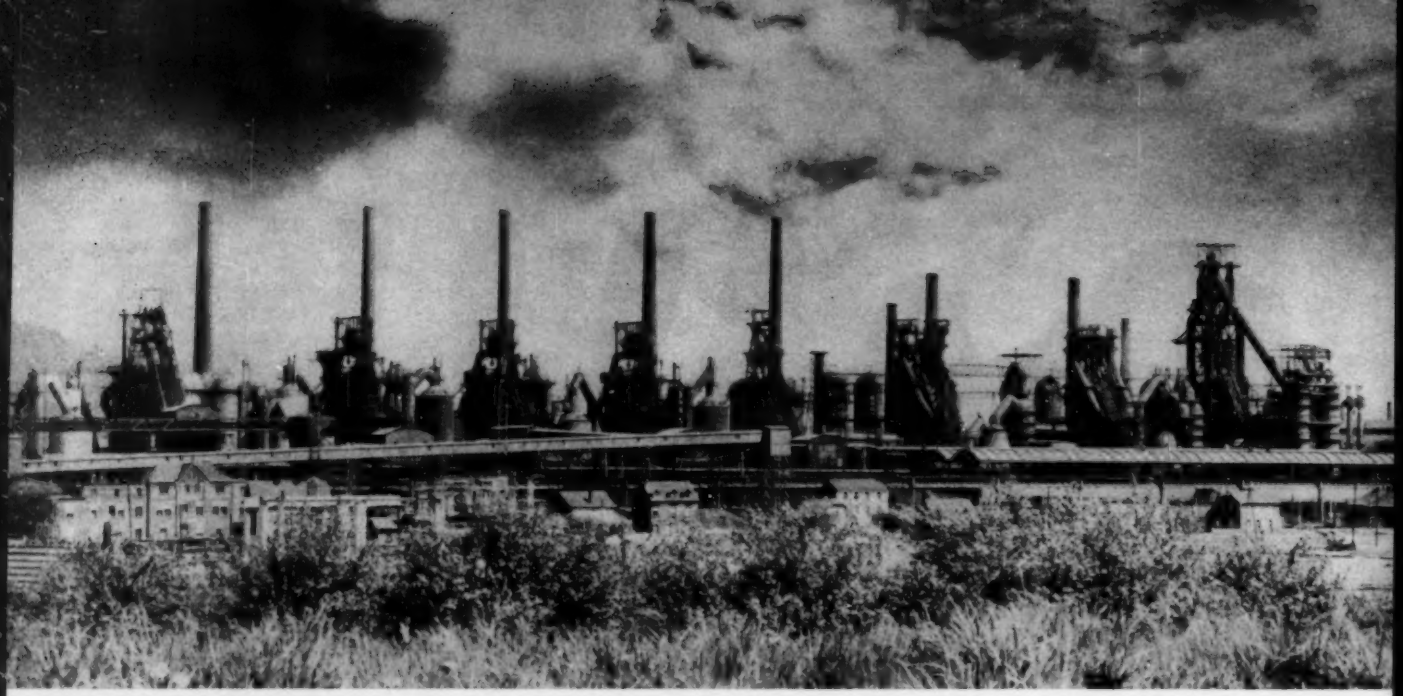
## Not at U.S. expense

Though, as should be expected, French imports from other Common Market countries increased more rapidly, it was not at the expense of U.S. suppliers, since imports from other non-Common Market sources (excluding franc area countries) went up by less than the U.S. percentage. Given these circumstances, the U.S. showing was quite respectable.

As we have pointed out in previous reports, 1968 should be a better year for U.S. exports in both absolute and relative terms. The first set of tariff reductions resulting from the Kennedy Round

**GROWING NUMBER OF SUPERMARKETS** reflect changing shopping habits in France. The new tax on value-added might bring retail prices down if markups remain constant. These people are shopping at a store of the Carrefour group at Venissieux near Lyon. (Photo: France Actuelle)





COUNTER-CYCLICAL PROGRAM introduced recently by the French Government is expected to perk up the economy, which was sluggish throughout 1967, and the momentum which was lacking last year should return as production increases. Above, the Sidelor Steel Plant at Rombas. (France Actuelle)

will become effective in France on July 1. After that date, though Common Market suppliers will still enjoy an advantage in France over U.S. exporters, the margin of preference for many products will begin to decline. Secondly, with the new impetus expected from the Government's January counter-cyclical program, general economic conditions in France should soon begin to show marked improvement.

Taken together, these factors should help stimulate increased demand in France for imports from all sources, and the U.S. should share in this revival.

While it is practically impossible to make quantitative estimates of the impact of the new U.S. balance of payments measures on the operation of U.S. enterprises in France, present indications are that the operation of the program will not have seriously adverse repercussions for most American-controlled companies here.

Shortly after the new measures were announced, a leading French financial newspaper conducted a straw poll among several of the larger American firms in France. For the most part, these companies indicated either that no major investment expenditures were planned in France during the coming year or that financing had already been secured for those that were.

In any case, capital outflows from the U.S. to finance new investment in France have been declining recently, with total flow for direct investment amounting to $93 million in 1966, off from $152 million in 1965.

In 1966, investment in France financed by capital outflow from the U.S. amounted to only 0.4% of total gross fixed capital formation in France for that year. Such an amount is well within the capacity of the French capital market to make up.

For all these reasons, it seems highly unlikely that the new U.S. measures could have any appreciable impact on overall French economic growth prospects for 1968.

## Basic approval

Though the French Government indicated early in January that it approved the new U.S. program in principle, Economics Minister Debré did express some concern about the operation of various specific aspects of the direct investment regulations.

In particular, he singled out the earnings repatriation formula for comment, claiming that the imposition of this U.S. requirement on U.S. investors with holdings in French firms posed a new problem as regards the treatment of such enterprises as French companies, for purposes of access to credit and government contracts. He added that "it will be impossible not to draw the consequences" of such actions.

It is still too early to say whether this preliminary attitude will be translated into official French actions which would be detrimental to the interests of U.S.-controlled companies operating in France. It is, of course, to be hoped that further analysis of these provisions will persuade the French authorities that, without a repatriation requirement, there would be no assurance that the controls on U.S. capital outflows, which the French in particular have long urged as essential, would be truly effective.

French business and government circles have shown some concern about reported efforts by companies, newspapers and individuals in the United States to boycott French goods or services as a protest against certain actions or statements by General de Gaulle.

Informed Frenchmen fully understand that these boycott initiatives are entirely without encouragement from the U.S. Government. They point out quite accurately that such boycotts would hurt most the very firms and individuals in France who are proven friends of the United States. Furthermore, if successful, such action could have a boomerang effect and lead to counter-measures by French groups against the substantial sales of U.S. goods in France.

Despite political differences between our two countries, the long range interest of the United States is clearly better served by keeping commercial relations based on mutually beneficial economic considerations rather than injecting emotional and impulsive factors which can only do harm to U.S. interests.

# Iran growth rate surges

## Sustained strong performance leads to ambitious new development targets

Continued expansion of the Iranian economy at a high rate is forecast for 1968.

The momentum of growth established in the Iranian year 1344 (Mar. 21, 1965—Mar. 20, 1966), when the gross national product rose an estimated 9.4% in constant terms, continued with an estimated 8% rise in 1345 and shows no signs of abating, according to the latest Economic Trends Report submitted by the U.S. Embassy in Tehran.

It is believed that the growth of GNP in 1346 (ending Mar. 20, 1968) will be at least 9% in constant prices and will continue this unusually rapid pace during the next year. For the coming five-year period the Government of Iran has adopted a target for the Fourth Economic Development Plan of an average annual growth of 9% a year in GNP. Instead of pursuing the normal practice of hedging its bets, the Government has thus adopted the highest feasible target in the interest of dramatizing the urgency and importance attached to economic development.

Economic development is itself closely linked with the continuation of the White Revolution, for which the Shah announced three additional programs in his address to Parliament last October: improvements in governmental organization and administrative efficiency; urban and rural development, and nationalization of water resources.

The Government was undoubtedly encouraged to set its sights high by the substantial progress achieved during the past three years in both economic development and social reform. The first two phases of land reform, involving the redistribution of ownership and tenure, have been virtually completed with noteworthy success, and the fruitful work of the literacy, health, extension and development corps continues to expand.

In the absence of either a budget or a first year program under the Fourth Development Plan, it is possible only to predict that substantial increases will probably be called for in the Iranian year 1347 (ending Mar. 20, 1969).

The plan calls for total developmental spending of $10.8 billion over the next five years, of which public investment is to account for $6.4 billion, more than double the level set for the Third Plan which just ended. An increase of this size will mean more public investment in almost all fields, with agriculture and irrigation combined receiving the lion's share of 23.5%, followed by industry and mines (excluding oil and gas) with 20.8% and by roads, ports and airports with 16.7%.

In addition to foreign credits and some lesser drawings from Treasury bills and the Central Bank, the Plan clearly places heavy reliance on continued rapid expansion of oil revenues, of which the Plan Organization will continue to receive 80%. It remains to be seen how well justified this expectation may be.

### Extraordinary jump

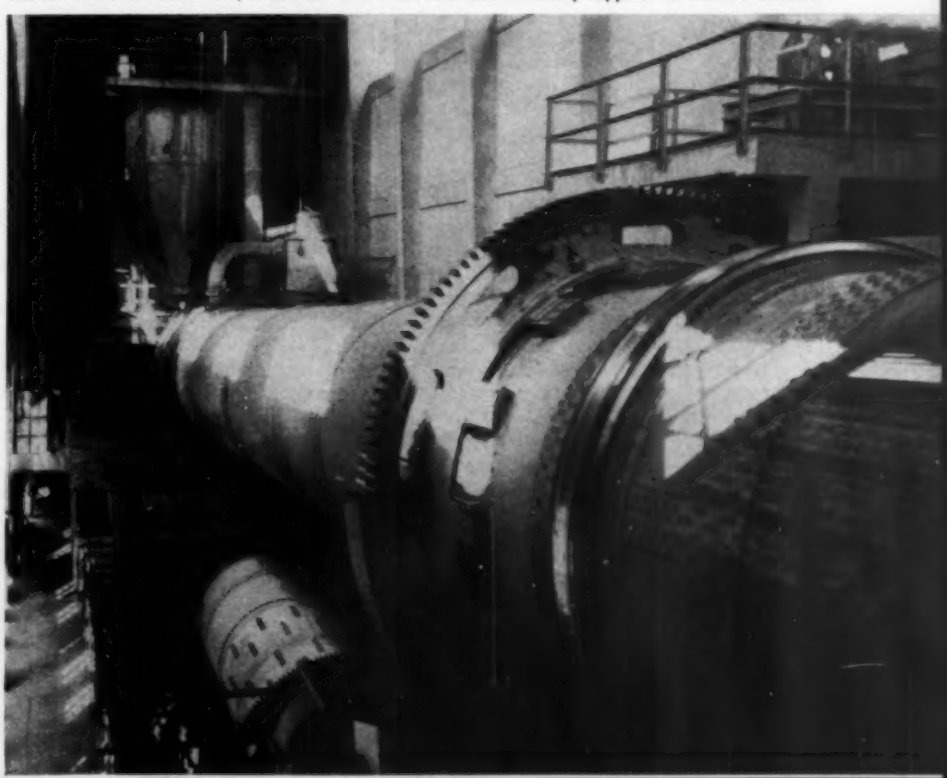
In 1967 there was an extraordinary jump in oil revenues of about 21% to a total of about $713 million, due largely to enhanced dependence on Iranian crude in the aftermath of the Israeli-Arab conflict. Maintenance of such an exceptional growth rate cannot be expected.

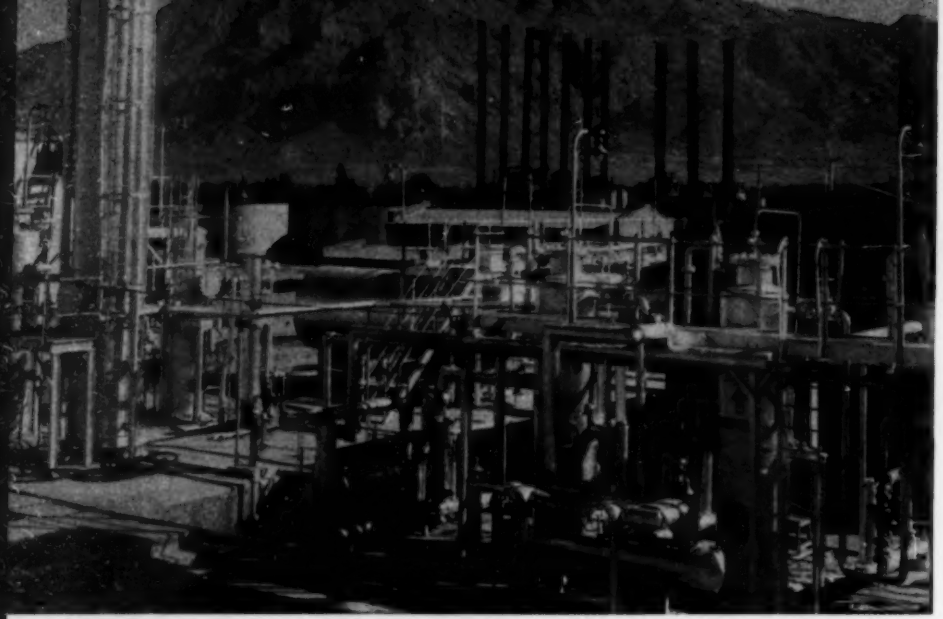
There has been talk of opening negotiations with Iraq for the joint development of frontier oil deposits as well as press reports on the possible establishment of a national petroleum drilling company to work in collaboration with a foreign firm.

In the related field of gas, one of the major projects of the Fourth Development Plan is the construction of a 700 mile pipeline to the USSR, plus 300 miles of gathering lines and additional offshoot lines to such cities as Tehran, Isfahan, Ghom and Kashan. Cost estimates for this line appear to have risen to about $550 million, making it by far the largest project yet undertaken by Iran, (largely with Western financing). With a total capacity of 1.6 billion cubic feet per day, the line when completed by 1970 will serve initially to repay in gas the Soviet credits for several other large projects under the Fourth Plan. These include the steel mill near Isfahan with an initial capacity of 600,000 metric tons, a later capacity of 1.2 million metric tons and possibly an eventually further doubled capacity of 2.4 million metric tons. Although preparation of the site is underway, actual construction has not begun.

The mill involves large ancillary projects in the form of construction of a company town and railroads to the iron and coal beds. The latter have been the object of intensive exploration by Soviet geologists, whose findings have bolstered the optimism of the National Iranian

**CONSTRUCTION PROJECTS** planned include a steel mill near Isfahan, machine tool plant at Arak, and an Aras River dam. Here, a 300-ton cement kiln in a Tehran factory supplies the nation's builders.





IRAN'S PETROLEUM INDUSTRY made strong gains in 1967. Joint development with Iraq of frontier deposits is under study, as well as a national drilling company. Here, the Kermanshah refinery.

Steel Corporation that there are ample supplies of good quality fuel.

Other Soviet-financed projects are a machine tool plant at Arak, a dam on the Aras River and the provision of a number of grain silos. Looking to the future, Iranian authorities appear anxious to find further projects which the USSR may be able to assist with as a means of offsetting later gas deliveries. A thirty-man team of Soviet experts has been investigating the possibilities during the past month.

Trade with Romania and Bulgaria may encounter the opposite difficulty of delay in delivering Iranian oil in payment for their commodities. Bulgaria took none of the 75,000 metric tons of crude that was originally scheduled to be delivered by the end of 1967, and it appears doubtful that Romania will begin importing the 3.5 million metric tons that are scheduled for delivery during 1968-70 until the Suez Canal or other alternatives open. Meanwhile, however, some 3,700 of the 15,000 tractors contracted for have reportedly arrived from Romania; the final project agreement was signed in September for the production of Romanian tractors in Tabriz; a Romanian locomotive is being tested with a view to possible future orders; and the Romanian Ambassador has announced the imminent arrival of 1,000 rail cars.

Romanians have been granted a license for exploration of copper deposits south of Kerman, as have Yugoslavs in the Abbasabad area.

Although statistics are unavailable, it is safe to say that there is no reason to expect any change in the rising trends of consumer demand, private capital formation, employment and, to a lesser extent, wages. Statistics do show steady growth in private and public savings, in credit availability, in construction activity and in imports, although exports other than oil have slipped below earlier peaks.

Interest rates are expected to remain relatively stable. Furthermore, with a foreign debt service ratio of only about 10% of its income from abroad, Iran can afford to borrow more from other nations.

## New chapter for U.S.

The end of 1967 marked the termination after sixteen years of the U.S. AID Mission to Iran. The historic event evoked recognition of the great contribution made by the U.S. economic assistance program to the development of the country's economy, and emphasis by both Iranians and Americans that significant new opportunities exist for private foreign investments to continue the process of contributing to Iran's economic development.

As indicated above, these opportunities continue to multiply as Iran is about to embark on a highly ambitious Fourth Development Plan after three years of exceptionally rapid growth.

ment in 1968 appears to damp down immediate prospects, it is appropriate to recognize that it is directed to current flows of capital, not the investigation of opportunities for future investment.

Iran is in the large category B to which is applied, and not to Iran itself, the restriction that the outflow of each American firm may not exceed 65% of its capital outflow to the whole gross during the base period 1965-66. Thus it is not possible to predict whether net American investment in Iran will decline during the next twelve months, only to say that such a decline is not a necessary consequence of the President's program. Indeed the export expansion program could mean an increased role for U.S. industry in Iran in 1968.

An illustration of these points is provided by the visit of a score of agri-businessmen from the United States to the 312,000 acre Dez irrigation project to assess the prospects for commercial farming and agricultural processing in that rich area of Khuzistan.

Irrigation and the development of corporate farming are given the highest priority in the Fourth Plan as means of raising the productivity of Iran's arable land. The Pilot Irrigation Project on 55,000 acres of this Dez area has been very successful in multiplying the variety of crops and the income of the farmers, and thus augurs well for the larger area to which water is to be channeled.

Khuzistan, with its five rivers which annually dump some 35 billion cubic meters of water into the Persian Gulf, has the largest water resources in the country and is potentially its richest province. The Government is giving Khuzistan projects top priority and intends to construct a number of multi-purpose dams during the next decade in order to irrigate some 2.5 million acres and generate about 1.4 million kilowatt of power.

Opportunities for agri-business investment are by no means confined to Khuzistan. The Isfahan, Tabriz and Tehran consular districts all report intensive activity as newly-built dams throughout the country are bringing large new areas under cultivation, and U.S. firms are serving as consultants in several projects.

All of the dams are multi-purpose projects, and electric power is expanding rapidly under plans prepared by an AID-financed study by a Walker-Cisler team of American experts to boost electric power to five times the present level over the course of the next decade at a cost of about $1.3 billion.

Substantial increase in thermal power



average annual increase in the cost of living of only 1% is hard to match elsewhere. The private Industrial and Mining Development Bank of Iran has growing

United States. A $15 million private trade agreement under PL-480 may soon be concluded for sunflower oil imports over the next 18 months.

# Canadian industrial

to General Electric to supply the first two of three 150,000 kw. units for a station at nearby Karaj.

Not only is electric power being rapidly expanded, but with the completion of the gas pipe line to the USSR natural gas will be available for industrial and domestic consumer uses initially at Isfahan, Kashan, Ghom, and Tehran and later at other urban centers. In fact, the Farahabad turbines will convert to gas, and gas will be used in the furnaces at the steel mill.

Transportation will also be greatly facilitated by development of ports, railroads, highways and airports. The capacity of the Caspian port of Bandar Pahlavi was recently increased from 100,000 to 250,000 tons and is now to be doubled to 500,000 tons.

Far more important in opening up a vast, relatively undeveloped region is the $36 million port of Bandar Abbas, built by the three American firms of Pomeroy, Hawaiian Dredging and Morrison Knudsen and dedicated by the Shah last Nov. 7.

### Major commercial port

Destined to become one of Iran's major commercial ports, Bandar Abbas can now accommodate not only six large vessels for normal commercial cargo but also has a special ore loading dock. This, together with the rapid improvement of the highways in the area, should greatly facilitate the export of chrome, now averaging about 10,500 tons per month, and the development of rich copper deposits south of Kerman and Rafsenjan.

In the Meshed Consular district highway construction is also a major activity, with plans under the Fourth Plan for construction of a new paved route to the north through Quchan.

With better roads leading to it, Meshed should attract far more visitors and increased accommodation will be necessary. The Governor General is known to want two new first-class hotels. Considerable construction activity is now centered on the university and three new hospitals, and a large $17 million urban renewal project around the Holy Shrine is anticipated under the Fourth Plan.

Communications are also expanding. Siemens of Germany is building a telephone instrument factory at Shiraz. The Japanese firm Nippon Electric won a $27 million contract for an extensive telecommunications network, and Philips of the Netherlands was awarded a separate telecommunications contract by the National Iranian Oil Company.

The opportunities are numerous for participating in the benefits of many of these projects. Rail equipment, particu-

construction and maintenance equipment. Under its barter agreement with Czechoslovakia, Iran has started to buy road maintenance vehicles.

Until now, however, almost all road maintenance equipment has come from the United States, financed by the Export-Import Bank. When the U.S. Bureau of Public Roads team left in December after ten years in Iran, some 7,000 kilometers of asphalt road were being regularly maintained and some 7,500 kilometers of gravel road were receiving periodic maintenance.

Page Communications Engineers has been given a letter of intent to build an earth station for the INTELSAT system (International Telecommunications Satellite Consortium), and Melpar is increasingly active in the expansion of Iran's microwave network. A number of radio transmitters are projected: a 2,000 kw. medium wave transmitter for Ghazvin, two 250 kw. medium wave transmitters for Ahwaz and two 250 kw. for Meshed.

The opportunities for investment in extractive and manufacturing industries are virtually unlimited. Although the petroleum industry, in which at least 26 American firms are involved, is perhaps a bit crowded, the best illustration of what can be done in a new field is provided by three American firms which have established large petrochemical companies in participation with the National Petrochemical Co. (NPC). All have begun construction: the $170 million Shahpur Chemical Company, in which Allied Chemical and NPC have equal shares; the $30 million Kharg Petrochemical Company, in which AMOCO shares equally with NPC; and the Abadan Petrochemical Company, in which B.F. Goodrich has a 26% share.

Completion of the Isfahan steel mill will open up a host of related opportunities, and the Minister of Economy has called for the domestic manufacture of at least 40 iron and steel products.

Without waiting for domestic production of its raw material, however, the private Iranian Rolling Mill Co. in which Philipp Brothers (U.S.) has a 14.5% interest, has already started operation of a 65,000 ton rolling mill in Ahwaz, dedicated by the Shah on Dec. 3, and has started construction of a second mill of 80,000 tons capacity.

The Ahwaz Pipe Mills for the construction of 80% of the 42-inch pipe to be used in the trunk gas line and also the pipe in the gathering lines are a project of the Torrance Machinery and Engineering Company of California with Walter Kidde as consultants. The larger mill, also

NEW HIGHWAY CONSTRUCTION eases access to many Iranian tourist attractions as well as stimulating flow of commerce. (World Bank)

opened by the Shah on Dec. 3, was completed in just over eight months, and the second mill will be completed in a matter of weeks.

Articles of association were signed in December by the Governments of Iran and Pakistan and the Reynolds Aluminum Co. (25%) for an Iranian Aluminum Co. to build a $45 million aluminum smelter in the vicinity of Ahwaz.

Actually, the only industry in which prospects are momentarily clouded is Government mining, particularly for copper, which several prominent American firms investigated last year. The reason is a temporary ban on further licenses to explore or exploit copper resources and other non-ferrous metals in designated areas. Rather belatedly, the Government recognized that its mining law was out of date and inadequate for such large ventures, and it decided to review its policies and legislation before processing the flood of applications with which it was faced.

Iran is rich in copper, lead and zinc, however, and interested firms might well investigate the potentialities pending issuance of policy guidelines.

For any and all types of investment, basic economic and political factors are favorable. Foreign capital is not only needed but is desired, particularly for larger and more technically advanced projects. This favorable climate is reflected in Iran's Law for the Attraction and Protection of Foreign Investment.

The country's record of monetary stability over the past three years of an



## Moroccan outlook

this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical

## Philippine economy

average annual increase in the cost of living of only 1% is hard to match elsewhere. The private Industrial and Mining Development Bank of Iran has growing resources for credit or equity participation in worthwhile ventures.

A few cautionary observations on investment, however, may be in order. One is timing. Isfahan reports a considerable rise in land values. Such an increase is reflected in statistics for the country as a whole, which show more rapid increases in the value than in the quantity of new construction, as the building boom shows no sign of abating.

### Be ready to compete

Furthermore, the American investor should expect stiff competition in bidding for contracts. The past year has witnessed several conspicuous examples of large contracts lost to other foreign firms.

Just as important is the need to visit urban centers other than the capital, a practice seldom employed by visiting U.S. businessmen. As one example, the Government is seeking to make Tabriz one of the major industrial centers of Iran. At the time of the Coronation, a training center for the Czech financed machine tool plant there was inaugurated, and work on the factory itself is progressing on schedule. Construction of a power plant, partially financed by a Soviet credit, is well under way, and work on a Romanian tractor factory is scheduled to start in March 1968.

Evidence that some Western firms have seen the opportunities in Tabriz was provided by an agreement reached in December under which Leyland Motors of the U.K. will produce 6,000 diesel engines for vehicles annually, W. H. Dorman of the U.K. will produce 4,000 stationary diesel engines a year, and Mercedes Benz of Germany will make four other kinds of diesels.

The 25% surcharge imposed after closure of the Suez Canal has been reduced to 17.5%, and a new line, the Iran Shipping Co. has been formed with ultimate intentions of expanding its operations to the United States.

The market for capital goods and raw materials for industry is illustrated by what has been said before, and that for manufactured consumer goods is too diversified to detail.

For agriculture, the market for machinery of all types other than the small size tractors supplied by the Romanians is growing rapidly. Some problems experienced with sunflower oil, of which imports from the USSR largely have supplanted soybean oil since late 1966, have induced a second look at the possibilities of again importing soybean oil from the United States. A $15 million private trade agreement under PL-480 may soon be concluded for sunflower oil imports over the next 18 months.

A promising market for American tallow is provided by the commencement of production of Camay and other toilet and laundry soaps by a new company known as Parsavon, a joint venture of Pars and Proctor and Gamble. Participation of American manufacturers in the production of an American brand cigarette is one of several possibilities being considered by the new Ministry of Agricultural Products and Consumer Goods as a means of cutting down on the smuggling of some $10 million worth of American cigarettes each year.

Long range difficulties in raising wheat production on non-irrigated land indicates that Iran will continue to import this basic staple for some years to come, despite the false impression created by 1967's record harvest of some 3.8 million tons that self-sufficiency had been reached. Actually, some imports had already arrived under earlier commitments, and the export of about 60,000 tons was forced on the authorities by the shortage of storage space.

## Lethargic Burundi economy offers little trade promise

Commercial activity in Burundi is expected to remain lethargic during 1968, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Bujumbura. The Government will discourage any expansion of imports, in view of the nation's balance of payments problem.

Burundi's economy is heavily dependent on agricultural production, especially coffee, which earns 90% of the nation's foreign exchange. Early 1968 estimates are for lower agricultural output than last year.

Construction starts are expected to cause considerable activity in the building trades by the end of 1968.

Investment prospects are rather limited, due to the small size of the market and the lack of cash incomes.

The United States will probably again buy 90% of Burundi's coffee exports in 1968, but the opportunities for direct U.S. export sales or investment will remain marginal.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price: $1.50. Order DIB 68-03-049.

# Canadian industrial upturn continues; trade outlook good

### Demand for U.S. agricultural goods expected to continue strong in '68

The upturn in industrial production which characterized Canada's economy during the last part of 1967 is continuing into 1968, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Ottawa.

A 7% increase in gross national product (GNP) is expected, but only 3% is likely to represent real growth. This projection assumes a continuing heavy demand for Canadian exports, almost no real increase in capital investment and a moderate increase in consumption.

Unemployment has been edging upward because the increase in the labor force has not been matched by the rise in economic activity. Nevertheless, prices and wages continue their upward pace as a result of the cost-push inflation.

A relatively favorable trade outlook is the brightest spot in the Canadian economic picture today. Major support for capital expenditures is expected to come from institutional spending. Communications and utilities, and oil and gas pipeline construction.

Business capital spending is expected to be down from 5 to 10% in 1968 with the transportation industry showing a small plus and with communications, power, other manufacturing holding even; chemicals receding slightly; and food and beverages, pulp and paper, and mining down sharply.

The machinery market is expected to show improvement in 1969. Consumer spending this year will be supported by increases in disposable income as well as by the rapid rate of family formation.

Products most likely to benefit are automobiles, household appliances, clothing and household textiles.

Canadian demand for most agricultural products imports from the United States also is expected to continue strong.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-013.

# Moroccan outlook is stable despite successive droughts

### Increased use of fertilizers and more productive seeds pays off

The Moroccan economic situation remained stable in early 1968, as reflected in the virtually unchanged general price level. A telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Rabat says that the Moroccan Government is continuing its efforts to develop the foundations for a more rapid economic expansion.

One expansive element is outstanding—the far better foodgrain prospects following two years of drought. For this reason alone the new five year plan which is due to be issued soon should get off to a good start. Details of the plan are not yet available, but the main effort will be directed to improving agricultural productivity.

Along these lines, a successful program is already under way to increase the output of nonirrigated land by extensive use of fertilizers and the introduction of more productive seed varieties. Agricultural exports as a whole should show gains this year, partly due to continuing excellent sales of Moroccan citrus in Europe.

Although the economy as a whole has successfully weathered two bad harvests, their adverse effects have generally inhibited economic performance, and toward the end of 1967 there was a sharp drop in foreign exchange reserves.

However, non-agricultural sectors of the economy have continued to show some growth and tourism, which is another of the new plan's priority areas, is already benefiting from a large investment increase in the form of hotel construction, in which American firms are actively participating.

Both long and short-run tourist prospects remain excellent, with the only short-term concern being the possible effect of the new U.S. travel tax proposals.

Continued Government efforts to attract private foreign investment and 1967 import liberalization enhance the opportunities for American investors and suppliers in Morocco, particularly in such areas as are emphasized by the new Five Year Plan, including agricultural development, food processing, tourism and mining.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-015.

# Downtrend in U.S. share of Taiwan market is reversed

### Robust economic growth expected to continue during coming year

With a real growth of nearly 9% in 1967, Taiwan's economic achievements continue to be very impressive. The momentum generated has carried over into the current year, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Taipei.

On the import side, the downward trend of the previous three years in the U.S. share of Taiwan's market was reversed.

All key indicators except those for construction of basic economic facilities showed gains far above the objectives of the current Four Year Development Plan.

Encouraged by economic prosperity, medium- and long-term investments have mushroomed, particularly in the industrial sector. Most significant has been the large-scale expansion of industries producing for export and the establishment of an increasingly diversified intermediate products industry.

The investment climate remains favorable, and continued high rates of overseas and domestic capital expenditures are expected in the current year.

A distinct trend towards the consumption of more durable consumer goods and services is indicated by the rapid development of that type of industry.

Several new developments have lessened the geographic disadvantage of the U.S. and along with the expanding needs of Taiwan's developing economy, hold promise of continued improvement in the sale of U.S. goods.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price: $1.50. Order DIB 68-03-050.

# Philippine economy grew 5.6% in '67; may go even higher

### Imports from U.S. expected to rise by 10% this year

Philippine economic growth, in real terms, increased from 4.2% in 1966 to 5.6% in 1967. The latest Economic Trends Report submitted by the U.S. Embassy in Manila reports that further gains are possible, but may be largely offset by population growth.

Agriculture has grown at favorable rates, and rice self-sufficiency is possible in calendar 1968, even though the Philippines traditionally has been a rice importer.

The monetary squeeze imposed in the face of balance of payments problems will continue, as will price inflation at about 5%.

Tax increases, which many observers expect to be passed by Congress soon, will probably ease inflationary and balance of payments pressures in 1969 and also help finance the increased government program of public works.

The recovery of exports, hard hit by bad weather in 1967, and a slackening in import growth, are also hoped for.

Prospects for some growth in U.S. exports to the Philippines, are good. Even though badly needed, increased foreign and domestic investment will encounter many difficulties for which no easy solutions are in sight. Imports from the United States are expected to rise about 10%.

Although the rate of economic growth has increased, it is still not fast enough to improve popular welfare as fast as desired by the Philippine administration. A higher level of investment, both foreign and domestic, will be hard to stimulate in view of balance of payments problems and investment uncertainties. Demand for short-term foreign loans, unusually heavy in 1967, should decline substantially in the coming year.

U.S. expenditures and Japanese reparations continue to mitigate the effects of capital outflows.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-012.

# Spain releases import quotas; totals increase by over 10%

**Advance approximates the rate of import growth in recent years; greatest planned increase is in purchases of chemical goods**

Spain has published its 1968 global quota import list. The quotas establish the value, expressed in pesetas, of import licenses that will be granted in 1968.

The total of this year's quotas has been increased by over 10%, which approximates the rate of growth of previous years. Although all items in the 1968 list reflect this, the greatest increase was in chemical goods (organic and inorganic chemicals, products for polymerization of styrene and its derivatives, and plastics).

The import commodity groups and their total annual quotas expressed in millions of pesetas (70 pesetas = $1.00) for 1968 are: hops, 35; preserved meat, 32; fruit preserves, 32; various food products, 6.5; soups and soup preparations, 12; beer, 15; fish meal, 191.4; coking coal, 175; anthracite, 21.5; inorganic chemical products, 50; organic chemical products, 40; pharmaceutical specialties, 100; varnishes, inks, pigments and similar preparations, 35; perfumes, toiletry and cosmetic products, 20; tensoactive preparations, lyes, lubricants, glues, and other diverse products of the chemical industry not liberalized nor included in other quotas, 105;

Phenoplasts and phorane resins, 45; aminoplasts, 30; other condensation, polycondensation and polyaddition products, 30; styrene polymerization products and derivatives, 15; Polyvinyl chloride, 30; other polymerization and copolymerization products, 55; manufactures of plastic and artificial materials of cellulose esters and of artificial resins, 45; articles of wood, not liberalized, 13.5;

Various textile fabrics, 11; yarns of various textile fabrics, 16.5; coir, 45; woven fabrics of various fibers, 76.6; tulle, lace, velvet and knitted goods, 17.5; special textile fabrics, 15.85; carpets and rugs, 7.5; ready-made clothing, 20; other textile articles, 12.5;

Articles of porcelain, 14; articles of glass and crystal, 14; imitation jewelry, 8.5; containers of iron or steel, 20; non-electric stoves, ranges, heating apparatus and similar kitchen apparatus of iron or steel, 11; other articles of iron or steel, 22; articles of copper, 10; articles of aluminum, 11; hand tools for industry, 55; saws and knives, 30; cutlery and table sets of iron or steel, 20;

Marine motors and parts, not liberalized, 45; other engines and parts, not liberalized, 175.5; motorpumps and compressors not liberalized, 40; refrigerators up to 250 liters, 137.5 (27,500 units); dump trucks, 200; radio and television receivers, 30; radio-transmitters and transmitter-receivers, 66.5; non-liberalized parts for the manufacture of electric apparatus, and carbons for cinematography, 80;

Tractors, 387.2 (3,221 units); tractor parts, 88; buses, fire-engines and parts for industrial vehicles, 250; automobile parts, 150; sound recorders and reproducers, 20; records and tapes for sound recorders, not liberalized and parts for apparatus, not liberalized under BTN 92.11, 26.5; toys, games and articles for recreation, 30.5; capital equipment for new investments, 7,700.

## Italy-Yugoslav pact settles ownership of Adriatic bottom

Yugoslavia and Italy have signed an agreement specifying ownership and rights of research and utilization of natural resources on and below the bottom of the Adriatic Sea.

The line of demarcation is equidistant from both shores, the measurement beginning with Yugoslavia's islands rather than the mainland. The line begins south of the bay of Trieste (conceded to Italy) and ends to the West of the Yugoslav-Albanian border.

The agreement was facilitated by a shared desire to proceed with intensive exploration and exploitation of the Adriatic sea floor, which is believed to be rich in petroleum and natural gas reserves. INA, Yugoslavia's leading oil company, played an important role in advising the Yugoslav negotiators and expects to have special ships exploring the coast in 1968.

INA is also interested in cooperating with foreign firms under Yugoslavia's new investment law in the exploitation of these resources.

## Norway drops EFTA duty on sensitive products to 20% of original level

In 1963 it was agreed that Norway could continue to apply the original EFTA timetable for tariff reductions for a limited number of sensitive products. Norway cut these duties by a further 10% on Jan. 1, bringing them to 20% of their original level. They will be finally eliminated by the end of 1969.

The Norwegian products covered by this special arrangement are yarn and fabrics of man-made fibres, knitted and crocheted goods, men's and women's outer and under garments, ladies' footwear, and electrical refrigerators and washing machines.

Norway eliminated the remaining duties on all other industrial items imported from other EFTA countries at the beginning of 1967.

## UN to assist $2 million Colombian fishery study

A recently concluded agreement between the Colombian Ministry of Agriculture and the United Nations' Development Fund and Food and Agriculture Organization, provides for a four-year marine fisheries development study of Colombian resources which will cost approximately $2 million.

The headquarters for the study will be established in Bogota, with permanent field stations at Buenaventura on the Pacific coast and Cartagena on the Atlantic (Caribbean). The Colombian Government will establish a National Fisheries Research and Development Center under the Ministry of Agriculture and also a Committee on Project Coordination and Supervision to support the domestic fishing industry.

This extensive study will aid in focusing attention on Colombian fisheries and give a strong impetus to the development of the nation's maritime potential.

# Malawi to use $21 million IDA credits for agricultural, highway projects

**Most of loans will pay for imports of goods and services, based on competitive bidding; heavy emphasis will be placed on fertilizers**

The densely populated African Republic of Malawi will use most of three recent credits for $21.2 million to buy imported goods and services for two crop improvement projects and the rebuilding of its most important road.

Contracts for construction of housing, the purchase of vehicles, equipment and farm inputs required for the projects will be awarded on the basis of international competitive bidding.

Agriculture, from which most Malawians derive a living, principally through subsistence farming, offers the chief means of economic growth. The agricultural projects are aimed mainly at increasing the production of maize, groundnuts and cotton.

The International Development Association (IDA) credits will help finance integrated measures to increase productivity on close to 300,000 acres of crop land in the Central and Southern Regions: extension services staffed by skilled personnel will be expanded, soil conservation methods introduced, access roads and water supplies built or improved, marketing and storage facilities provided, and farmers given access to credit to purchase seeds, fertilizers and simple equipment. Pilot schemes have already demonstrated the value of this integrated approach to increasing agricultural production in Malawi.

The Agricultural Development Branch, recently set up within the Department of Agriculture of the Ministry of Economic Affairs, has been given the over-all responsibility for successful execution of the projects.

### Road project

Only about 300 miles of Malawi's 6,200-mile network are paved. The primary system needs to be improved and lower-class roads should be built throughout areas which are now served only by rail.

Priority has been given to the Zomba-Lilongwe road as it forms the backbone of the whole system, and the existing earth road has become inadequate for the growing traffic. With the assistance of a $11.5 million IDA credit, it will be rebuilt to higher standards with two-lane bituminous surfacing.

An IDA credit of $490,000 granted in 1966 for the detailed engineering of the road will be refunded by the new credit; it will also cover the cost of consultants' services for supervision of construction and for a study of Malawi's road transport regulations and road-rail co-ordination.

The project is scheduled for completion by the end of 1970 at a total estimated cost equivalent to $13.7 million.

## India reduces export duties on several items; raises one

India has reduced rates of export duty on jute manufactures, tea, coir manufactures, and hides, skins, and leather. One duty was raised.

The export duty on jute hessians was reduced from Rs. 750 to Rs. 500 per ton, and the duty on sacking (cloth, bags, twist, yarn, rope, and twine) from Rs. 450 to Rs. 250 per ton. Jute specialties (consisting essentially of bleached, dyed, printed, and blended fabrics, fine yarn of count six pounds per spindle and below, and fabrics made of such yarn), formerly subject to a duty of Rs. 600 per ton, are now exempt from export duty. The export duties on jute carpet backing (Rs. 600 per ton) and jute cotton bagging (Rs. 200 per ton) remain unchanged. (Note: Rs 1 = U.S.$0.133. Tonnages are metric tons).

A duty of 20% ad valorem reduced by 0.24 per kilogram, or Rs. 2.76 per kilogram, whichever is less, was applied to all kinds of tea exported from India, regardless of value. Previously, tea valued at above Rs. 8 per kilogram was dutiable at higher rates.

The export duty on coir yarn was reduced from 25% to 10% ad valorem, and the previous 10% duty on other coir manufactures was eliminated.

The export duty was eliminated on tanned bovine leather (except calf skins) and finished leather of goat, sheep, or bovine animals (previously 10% ad valorem).

In the only increase announced, the export duty on snakeskins was increased from 10% to 25% ad valorem.

# Austria alters rates on import tax items

**Amendment of Free List I went into effect Jan. 1**

The Austrian Finance Ministry has issued an Ordinance revising the so-called Free List I, which specifies products exempt from the import equalization tax. The changes went into effect on January 1, 1968.

The amendment provided for the removal from the list of favored products those raw materials and semi-finished goods which are either no longer needed by the national economy or now produced in sufficient quantities to meet domestic requirements. It also provided for the inclusion of those raw materials and semi-finished goods which are not available from domestic sources or are available only in insufficient quantities, and which are increasingly in demand.

The items removed from Free List I appear to be of no immediate trading interest to the United States; they fall under BTN categories 26.01, 27.01, 27.02, 27.07, 31.03, 40.06, 53.09, 56.01, 56.02, 56.03, 56.04 and 70.03. Among the commodities newly exempt from the tax are a few which may be of some importance to U.S. exporters, particularly tin plate and nickel products.

### Largest advantage

The largest advantage will probably result from the inclusion in Free List I of ammonium molybdate (BTN 28.47 C1 in the Austrian Tariff). Without its inclusion in the Free List I, a tax of 7.75% would be assessed on this item.

Other products newly added to Free List I fall mainly within the Chemical Sector (BTN Chapters 28-39 inclusive), as well as a few select items under tariff positions 13.02, 15.11, 15.15, 25.10, Chapter 27, 73.13, 73.15, 75.03, 82.12, 82.13 and 85.01.

# Botswana-U.S. accord protects investments in mineral-rich area

## Discovery of extensive deposits brightens recently-independent nation's prospects; country eligible for maximum U.S. investment

Botswana, a mineral-rich country the size of Texas, has become the 36th African nation to enter into an Investment Guaranty Agreement with the United States.

As of Jan. 12, U.S. investors in Botswana may now obtain both specific risk and extended risk guaranties from the U.S. Agency for International Development (AID). These guaranties can protect the investor against inconvertibility of local currency, losses due to expropriation, war, revolution and insurrection, and, under the extended risk provisions, insurance against all risks including commercial losses of up to 75% of the investment.

Prior approval of a project must be received from the Government of Botswana, however, before AID may issue the insurance.

### Mineral deposits discovered

Since winning independence on Sept. 30, 1966, Botswana has seen a considerable improvement in its economic prospects through the discovery of extensive mineral deposits throughout the country. Roan Selection Trust, for example, has discovered large deposits of copper and nickel near Francistown. De Beers Consolidated, Ltd. has claim to some kimberlite pipes which are potentially rich in diamonds, near Letlakane, and the Anglo-American Corp. has begun survey work on coal deposits near Palapye.

Despite these exciting possibilities, however, the mainstay of Botswana's economy is livestock. In this area also, prospects have improved over the past year. The country is recovering from an extensive drought that had reduced the national herd to some 950,000 head of cattle in 1965.

Botswana, along with its southern African neighbors of Lesotho and Swaziland, is a member of the South Africa monetary area, using the South African rand as official currency. Furthermore, under a 1910 customs agreement, goods can move freely among the four countries without being subject to tariff regulations.

As a less developed country, Botswana has been grouped under Schedule A of the New U.S. Foreign Direct Investments Program. Allowable transfers of new capital to Schedule A countries, when added to reinvested earnings, may equal up to 110% of the direct investor's average investment in this category of countries in 1965-66. Requests for specific authorizations should be made in duplicate to the Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. investors may obtain detailed information on investment guaranty protection in Botswana from the Insurance Division, Agency for International Development, Washington, D.C. 20523. In addition, general economic and commercial information on Botswana is available from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce.

## Spanish firm loses U.S. export privileges for duration of controls

Valvulas Electrica y Transistores, S.A. (VETRASA) of Madrid, Spain, has been denied U.S. export privileges for the duration of export controls.

The Department of Commerce's Bureau of International Commerce (BIC) said the action was taken to prevent Alexander Botez, one of the principal officials of Vetrasa, from using the firm to evade a denial order which was entered against him in July 1960.

The firm was given opportunity to show cause why the action under the U.S. export regulations, naming it as a related party to Botez, should not be taken. Neither the firm nor Botez denied that the indicated relationship does exist, BIC said.

All outstanding export licenses in which the Vetrasa firm has an interest have been revoked, and the firm, its agents and employees are prohibited from participating in any future business transactions involving commodities or technical data imported from the United States.

U.S. export regulations provide that, without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied U.S. export privileges.

## U.S. to help India search for phosphates

The United States and India recently signed a technical assistance agreement providing for six American specialists to assist in a 20-month project for phosphate exploration in India, known as "Operation Softrock." The United States will also lend $250,000 to finance foreign exchange cost.

The prospective phosphate-bearing areas to be explored are Mussoorie in Uttar Pradesh and Birmania in Rajasthan. The project is part of an overall phosphate exploration program of the Geological Survey of India.

At present, India is importing all its phosphate requirements at an annual cost of $10 million.

## U. of Nebraska announces Latin business seminars

The University of Nebraska has announced a new series of orientation courses for international executives who are involved in doing business in Latin America. The seminars, which will begin in April, are designed to prepare executives for the cultural differences which they will encounter in the Latin American area.

The seminars are part of the University's Institute for Latin American Studies; the subjects to be discussed will include: business practices, economic and political systems, language, and cultural differences.

Inquiries should be addressed to: E. W. H. J. Lumsden, Coordinator, Business Executives' Seminars on Latin America, University of Nebraska Lincoln Campus, 1316 Seaton Hall, Lincoln, Nebraska 68508.

# Investment Opportunities

Mandatory controls providing a limited basis for continued U.S. direct investment overseas were initiated by the President on Jan. 1 as part of a broad program to improve the U.S. balance of payments. The Jan. 8 issue of INTERNATIONAL COMMERCE contained a summary explanation of the investment control program and further details were published in subsequent issues. The issue of Feb. 26 contained a story on the availability of company report forms.

To ascertain whether they are subject to investment controls, and to insure their compliance with them, investors should consult the text of the Foreign Direct Investment Regulations, published in the Federal Register for Jan. 3, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An office has been set up to administer the program. Address: Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

The Investment Opportunities section continues as an informational service for U.S. investors operating within the scope of the mandatory investment regulations. Opportunities listed in this section include licensing and joint venture proposals.

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

For general assistance to firms interested in joint ventures or licensing agreements abroad **telephone:** 202-967-3786 or **write:** Department of Commerce (BIC-878), Washington, D.C. 20230.

# Five U.K. firms want U.S. licenses to manufacture various items

## Products sought include machines and machine parts, tools, hardware supplies, paper products, and stainless steel vessels

Five British firms seek U.S. licenses to produce products related to their respective lines.

- A London engineering and manufacturing firm established in 1897 and producing machines and machine parts for the chocolate and confectionery industries, as well as special welded fabrications in mild and stainless steel seeks to manufacture complementary products under license from a U.S. firm.

The British firm has its own sales and servicing facilities.

**Write:** Stephens, Smith and Co., Ltd., London Yard, Manchester Road, Cubitt Town, London, E. 14. WTD.

- An old and well established British manufacturer of industrial and domestic components with facilities for manufacturing plastic articles by injection molding or extrusion seeks licenses from U.S. firms to manufacture such items as builders supplies, do-it-yourself items, domestic hardware, and automobile accessories for distribution through its outlets.

**Write:** Sundt Plastics Ltd., Cameron Road, Chesham, Buckinghamshire, England. WTD.

- A manufacturer of jigs, dies, gauges, special purpose machines and scientific equipment seeks licenses to make products in those fields where it has strong connections with major U.K. consumers. These products could include special purpose machine tools or tool attachments requiring precise standards of manufacture; hospital, scientific and laboratory equipment of a mechanical nature; wire forming machinery; spring making equipment; and testing or checking devices.

The British concern would be interested in sales rights for the UK, EFTA members and Commonwealth countries, excluding Canada.

**Write:** British Industrial Tooling (London), Doherty Works, Kingston Bridge, Kingston-upon-Thames, Surrey, England. WTD.

- A British producer of pressure vessels, process and storage vessels, condensers and other industrial stainless steel products is seeking a license to manufacture related products. The company also is interested in making machinery for the papermaking, glassmaking and rubber industries under license.

Established in 1871, the firm is a mechanical and electrical engineering concern with an iron and brass foundry facility and approximately 220 employees.

For additional information **write:** Thomas Dryden and Sons Ltd., Grimshaw Street Foundry, Preston, Lancashire, England. WTD.

- A large British paper company, presently engaged in developing new papers and production techniques, seeks licenses to make specialty paper products.

The Manchester firm's six affiliates manufacture a range of woodfree and esparto papers, printing and writing papers and specialty papers. Total employment is about 1,000.

An executive of the British concern plans to visit the U.S. later this year to discuss licensing agreements with U.S. companies responding.

**Write:** East Lancashire Paper Mill Company Ltd., Radcliffe, Manchester, England. WTD.

## Two Australian producers seek licenses to make varied U.S. machinery

Two Australian firms are interested in getting licenses to produce a variety of U.S. heavy machinery and heating equipment.

An Australian company engaged in the manufacture of industrial equipment, reconditioning of machine tools and general jobbing is interested in obtaining a licensing arrangement with a U.S. company for the manufacture of roadmaking machinery and mining and crushing equipment used in the oil and gas industry, as well as large valves. The firm has facilities for

undertaking work in mild and stainless steel.

**Write:** Stead Industries Pty. Ltd., 1-5 Richelieu St., West Footscray, Victoria 3012, Australia. WTD.

Another Australian manufacturer is interested in licensing agreements to make filter systems and commercial and industrial heating equipment.

Established in 1950, this manufacturer of commercial steam and hot water heating equipment seeks a license to manufacture related products of gas fired heating systems. The firm reportedly has annual sales in excess of $2.4 million.

**Write:** W. G. Crossle and Co. Pty. Ltd., 8-12 Gilby Road, Mt. Waverley, Victoria 3149, Australia. WTD.

## French firm wants license for electronic techniques

A license to manufacture small electronic and electro-mechanical equipment requiring high precision techniques is sought by a French producer of component parts for electro-mechanical apparatus and equipment.

The firm manufactures its products to order for companies engaged in the production of time-measuring and electronic equipment. The French company is a subsidiary of a watch parts manufacturer.

**Write:** Ste Andre Auge, 23 rue de la Mouillere, 25 Besancon, France. WTD.

## Welsh firm seeks license

A Welsh producer of military electronics and electric measuring and test equipment seeks a licensing arrangement to manufacture products compatible with their own lines.

Established in 1927, the company has about 1,000 employees. Interested U.S. firms are requested to **write** to Denis Ferranti Meters Ltd., Caernarvon Road, Bangor, North Wales, England. WTD.

## Israeli firm wants to make marine construction goods

A Haifa civil and marine engineering firm seeks licenses or agency representation agreements for materials and equipment connected with harbor and dock construction and coastal protection. The products would be exported to Malta, Cyprus, Latin America and African countries.

**Write:** Civil & Marine Engineering Co., Ltd., 65 Ha'atzmauth Road, Haifa, Israel. WTD.

# Malagasy unit to study feasibility of paper industry

### Participation of U.S. firms invited; 42-page booklet outlines project

The Malagasy Bureau of Industrial Promotion and Development (BDPI) has recently published a booklet describing the creation of an organization to coordinate the study and promotion of the paper pulp industry.

The group, called The Society for the Study and Promotion of Pulp Industries, will be responsible for investigating the possibilities of establishing facilities for the production of paper pulp or textile cellulose from cellulose. Reportedly, cellulosic plants are plentiful in Malagasy.

The first part of the 42-page booklet explains the proposed project and outlines the role of the Society, while the second section contains background information relative to eventual establishment of a paper pulp industry. The BDPI invites the participation of interested U.S. firms in the organization.

**Write:** Bureau de Developpement et de Promotion Industriels (BDPI), Boite Postale 3180, 33 Rue de Liege, Tananarive, Malagasy Republic.

## Three British firms want licenses to make machines, machine tools, heating goods

Three British firms are seeking licenses to manufacture U.S. products.

A firm specializing in high precision engineering and equipped with complete machine shop facilities seeks a licensing or contract manufacturing arrangement with an interested U.S. firm. The company was established in 1946 and occupies an area of 15,000 square feet where it employs approximately 100 people.

**Write:** Marsden and Shiers Ltd., Davis Road, Chessington, Surrey, England. WTD.

A well known producer of heating appliances and equipment seeks a licensing arrangement to manufacture gas-fired household and industrial heating equipment. The firm, which has a facility for iron founding and sheet metal work was established in 1866 and has 500 employees. Its annual sales are reported to be over $4.8 million.

**Write:** Richard Baxendale and Sons Ltd., Brownedge Road, Bamber Bridge, Preston, Lancashire, England. WTD.

The subsidiary of a large British manufacturer active in the production and design of special purpose machine tools and large jigs and fixtures, mainly for the automotive industry, seeks a licensing arrangement with an American machine tool manufacturer.

**Write:** Boma Engineering (Bilston) Ltd., Dixon St., Wolverhampton, Staffordshire, England. WTD.

## Large German firm wants license to design and build complete chemical plants

A large German manufacturer and exporter of generators, steam and power boilers, thermal and nuclear power station equipment seeks to expand its already extensive facilities to manufacture and design complete chemical plants for organic and inorganic products under license from a U.S. manufacturer. The German firm also wants to develop the capability to produce complete incinerator plants.

**Write:** Vereinigte Kesselwerke A.G., 3 Werdenerstr., 4 Duesseldorf, Germany. WTD.

## Australian chemist wants to make U.S. cosmetics

A large manufacturer of toiletries and member of a group of manufacturing chemists, is interested in obtaining a licensing agreement or establishing a joint venture with a U.S. company for the manufacture of perfumes, cosmetics and toilet preparations.

**Write:** Potter & Moore (Australia) Pty. Ltd., 11 Nepean Highway, Mentone, Victoria, Australia. WTD.

## Italian producer wishes to make industrial oils

An Italian manufacturer and exporter of anti-knock compounds (lead tetraethyl) and other gasoline additives seeks a license from a U.S. firm to manufacture anticorrosion chemical agents for metal plates and articles; industrial oils for the cutting of metals; emulsifiable oils for metal working; special electric insulating oils; and protective insulating materials and agents for the treatment of magnetic sheet.

**Write:** I-K, Industria Chimica Additivi Prodotti Petroliferi Affini, S.p.A., Viale Mazzini 9, 00195 Roma, Italy. WTD.

# World Trade Opportunities

## U.S. firms awarded port building contract

The National Port Authority of Honduras (Empresa Nacional Portuaria) recently signed a contract with Raymond International, Inc., of New York City for the extension and modernization of the existing port facilities at Puerto Cortes for an amount of $4,516,385.

The project is being financed with the help of a 4.8 million dollar loan from the International Bank for Reconstruction and Finance. The engineering for this project was done by the firm of Tippetts-Abbett-McCarthy-Stratton who will also supervise the construction.

The port will consist of a 356-meter pier which will berth two large ships or three small ones, a covered unloading shed and a medium sized warehouse. New pier equipment will be installed. Work was to have begun in February and to continue for about 25 months. The new facilities are expected to double the present cargo handling capacity of the port.

It has been reported that U.S. supplies and equipment will be given preference over that from other countries. Interested U.S. suppliers may wish to contact Raymond International, Inc., at 140 Cedar Street, New York, for details on sales possibilities.

## Australia to develop, improve irrigation system

The Government of Australia has announced plans to spend $22 million to develop and improve irrigation in the Murrumbidgee Valley in the next five years, of this amount, $14 million will be spent on development and $8 million on maintenance and improvement.

The main purpose of the plan is reported to ensure that the waters of the Blowering Dam will be used to the greatest advantage in the Murrumbidgee Valley. The Blowering Dam is expected to begin storing the flow of the Tumut River starting in May and to provide a regulated flow in September. Over the next five years the Government will complete the Blowering Dam and accelerate the provision for farms in the Colleambally Irrigation Area.

It will extend development of the Murrumbidgee Irrigation Area and construct three major works: the Booroorban domestic and stock water supply district (scheduled for construction in 1969-71); the Tombullen-En Route storage (1970-72); and the Redbank-Balranald Irrigation District (1971-73).

## Malaysia to construct rubber processing plants

The Government of Malaysia invites firms to bid on the design, supply, erection and commissioning of four natural rubber processing plants at various land development schemes. Firms may bid on one or more of the plants.

Bid deadline is Apr. 15.

Tender specifications and site plans are available at no charge from: The Chairman, Federal Land Development Authority, Jalan Maktab, Kuala Lumpur, Malaysia. Extra copies cost M$10.00 (approximately $3.33) per set.

One set of the tender documents is available for office review, and one set is available on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3602.

## World Bank loan to aid Brazil's aluminum output

The World Bank has approved a loan equivalent to $22 million to assist in financing integrated mining, refining and smelting facilities for aluminum production in Brazil.

The operation will be located in Pocos de Caldas in the State of Minas Gerais in south-central Brazil. It will be near resources of bauxite and adequate electric power and relatively close to the chief market outlets, Rio de Janeiro and Sao Paulo. Initial production will be 25,000 metric tons of aluminum ingot a year, approximately the quantity which Brazil has been importing annually for the past five years. It is estimated that this output will result in a net savings of about $8 million a year in foreign exchange.

The loan will be made to Companhia Mineria de Aluminio—Alcominas, a Brazilian company, formed in 1965 and sponsored by the Development Bank of Minas Gerais, the Aluminum Company of America (Alcoa) and the Hanna Mining Company. When recapitalized, the company will have substantial Brazilian participation. Alcoa will provide the necessary engineering, technical and management assistance for the execution and operation of the project.

### Pakistan issues tenders for studio transmitter links

The Director General, Investment Promotion and Supplies, Government of Pakistan, has issued Tender No. Eng.-3/72296/1/68, for the supply of studio transmitter link equipments.

Bid deadline is Apr. 11.

Bid should offer three STL systems with six program channel capacity (30 Hz-10 KHz), one STL system with 10 program channel (30 Hz-10 KHz) capacity, turntables, modulation monitors, portable tape recorders, and associated spare parts.

Copies of tender announcement and specifications are available from the Director General, Investment Promotion and Supplies, Ministry of Industries and Natural Resources, Government of Pakistan, Karachi, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

## Ethiopia plans 4-year road building program

### $27 million loan agreement signed by World Bank, IDA and Sweden

Sweden, together with the World Bank and its affiliate, the International Development Association (IDA), have signed agreements whereby they will lend the equivalent of $27 million to Ethiopia for a 4-year highway development program. Roads are the principal mode of transport in Ethiopia and the government continues to give priority to improving and extending the network. The current program is concentrated mainly on roads which will assist the development of agriculture.

The program includes the construction of two primary roads with a combined length of about 275 miles; the bituminous surfacing of two other primary roads with a combined length of about 100 miles; feasibility studies and the review of designs for about 500 miles of high priority roads; advisory services, technical assistance and training designed to strengthen the organization and operation of the Imperial Highway Authority.

The World Bank loan is for an amount equivalent to $13.5 million, the IDA credit $7.7 million, and the credit from Sweden 30 million kronor ($5.8 million). These loans will finance the estimated foreign exchange costs of the program. The Government of Ethiopia will finance the balance, estimated at the equivalent of $11.4 million.

## French firms to build motels, restaurants

It was recently reported that four French firms will share 13 projects for the construction of restaurants on French superhighways.

The four companies are said to include Société de Promotion Touristique des Autoroutes, a subsidiary of Jacques Borel et Cie, which was reported to be associated with W. R. Grace and Co.

The four French firms involved are: Société de Promotion Touristique des Autoroutes (subsidiary of Jacques Borel et Cie), 60 Avenue de Saxe, Paris 7 – locations of projected restaurants and construction dates, Assevillers (end of 1968), Venoy (1969), Saint Albain (1971), Vironvay (1971). C.G.E.A. (Compagnie Générale pour l'Equipement des Autoroutes), 6 Bis Rue des Graviers, 92-Neuilly – locations and construction dates, Vemars (temporary – Feb 1968), Nemours (beginning 1969), Morainvilliers (1970). S.E.R.A.S.A. (Société d'Etudes de Realisation des Aires de Stationnement sur les Autoroutes), 121 Blvd. Haussmann, Paris 8 – location and construction date, Saint Ramber d'Albon (June 1968). Groupe Hersant, 14 Rue Brunel, Paris 17 – locations, Montelimar, Les Cheres, Salon de Provence, construction dates undetermined.

It was also reported that Jacques Borel et Cie is planning to build 200 motels in France, between 1970 and 1980.

# World Trade Opportunities Continued to page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

**WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

## Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 138 Oil and gas services

● **ABU DHABI**—His Highness, the Ruler of Abu Dhabi invites oil companies interested in acquiring an oil concession in the three onshore blocks recently relinquished by the Abu Dhabi Petroleum Co. Ltd., near the rich Murban field, to submit their offers. Bid deadline for offers May 1. The total area of the three blocks is 6,500 sq. kilo.

Applicants can obtain a copy of the map showing the said areas and terms and conditions with which applicants should conform and any other information from Dr. Nadin Pachachi, Ruler's Oil Advisor, P.O. Box 3006, Beirut, Lebanon.

● **BUENOS AIRES**—Argentine State Petroleum Entity (YPF) invites prequalifications from Argentine and foreign firms for exploration, development and operation of five oil fields. Three fields in Neuquen province, one on border Salta and Formosa provinces. Total area covered by five fields approximately 2½ million hectares. Prequalifications submittal deadline 11:00 A.M. Argentine time, Mar. 13. Copies of conditions and specifications available for 100,000 Argentine pesos (approx. $288.78) from Yacimientos Petroliferos Fiscales, Avenue Roquee South, Pena 777, Buenos Aires.

### 195 Small arms

**AFGHANISTAN**—Double, single barrel shotguns, 12 and 16 gauge. Airguns. Sahibzadeh Trading House (importer, distributor), Mohammad Jan Khan Wat, Kabul. WTD 10/67.

**NETHERLANDS**—Hunting rifles. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, exporter), 113-115 Weteringschans, Amsterdam. WTD 2/68.

### 200 Food

**NETHERLANDS**—Specialty packaged food products such as snacks, similar items for supermarkets, grocery stores. Not interested in deep frozen food products, fish. Direct purchase, agency, or license packaging arrangement. Erven G. van Sillevoldt N.V. (manufacturer, distributor, importer, exporter), 49-57 Honingerdijk, P.O. Box 4061, Rotterdam-16. WTD 10/67.

### 203 Canning, preserving food

**GERMANY**—Canned peaches, pineapples, marachino cherries, asparagus. Requests price quotations c.i.f. Dutch or German ports. Medro-Handelsgesellschaft Engels & Co. GmbH. (retailer, importer, distributor, wholesaler), 20-22 von-Werth-Strasse, 5 Koeln a.Rh. WTD 2/68.

**UGANDA**—Canned, cured fish, sea foods; canned fruits, vegetables, preserves, jams, jellies. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 207 Confectionery

**UGANDA**—Candy, chocolate products, chewing gum. Clyde Corp. (importer, ident agent), P.O. Box 4946, Kampala. WTD 2/68.

### 220 Textile mill products

**SWEDEN**—Fashion piece goods for women's clothing. Agency and direct purchase. AB Erik Rudberg (agents), Regementsgatan 74, Malmo. WTD 2/68.

### 222 Broad woven fabric mills, manmade fiber, silk

**UGANDA**—Dress fabrics. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 224 Narrow fabrics, other smallwares mills

**HONDURAS**—Candle wicks. Requests prices, quotations. Requests replies in Spanish. Luis Matias Arriaga (manufacturer), 9a. Ave., N.O. No. 127. WTD 1/68.

### 225 Knitting mills, products

**ENGLAND**—Knitted outerwear for men, women, children; swimwear. Direct purchase and agency. Kirkgate Textile Co. Ltd. (sales agent, distributor, importer), Dogley Mills, Fenay Bridge, near Huddersfield, Yorkshire. WTD 2/68.

### 229 Textile goods

**SPAIN**—Cotton waste, clips, rags. Espi Hermanos S.A. (manufacturer, exporter), Partida de Tintes 12, Alcoy (Alicante). WTD 1/68.

### 232 Men's, youths', boys' furnishings, work clothing

**NETHERLANDS**—Camp clothes, ski pants, suits, snow suits, ready-made clothing for golfing, hunting, mountaineering. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, exporter),

113-115 Weteringschans, Amsterdam. WTD 2/68.

### 233 Women's, misses', juniors' outerwear

**NETHERLANDS**—Camp clothes, ski jackets, pants, suits, ready-made clothing for golfing, hunting, mountaineering. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, exporter), 113-115 Weteringschans, Amsterdam. WTD 2/68.

### 236 Girl's, children's, infants' outerwear

**AUSTRALIA**—Children's, infants' outerwear. C.i.f. prices, brochures requested. Direct purchase and agency. Transit Trading Co. (distributor, importer), G.P.O. Box 2791, Sydney, N.S.W. 2001. WTD 1/68.

### 239 Fabricated textile products

**NETHERLANDS**—Rucksacks, light-weight camping equipment. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, exporter), 113-115 Weteringschans, Amsterdam. WTD 2/68.

### 242 Sawmills, planing mills

**GERMANY**—Cut lumber: Oregon pine, pitch-pine, Carolina pine. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Johann Cremer GmbH. & Cie. KG. (importer, wholesaler), 502 Frechen, Hauptstrasse 47. WTD 2/68.

### 249 Wood products

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 251 Household furniture

**AUSTRALIA**—Children's furniture. C.i.f. prices, brochures requested. Direct purchase and agency. Transit Trading Co. (distributor, importer), G.P.O. Box 2791, Sydney, N.S.W. 2001. WTD 1/68.

**NETHERLANDS**—Folding, light-weight camp furniture, related camping equipment. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, wholesaler), 113-115 Weteringschans, Amsterdam. WTD 2/68.

### 264 Converted paper, paperboard products

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 282 Synthetic materials

**GREECE**—Non-cellulosic manmade fibers, acrylic, polyester and nylon tops. P. Panosares & Co.—Erioklostiria Neas Philadelphias (manufacturer), 22 Pat. Constantinou Street, Nea Philadelphia, Athens. WTD 1/68.

### 283 Drugs

**AFGHANISTAN**—All kinds of pharmaceutical preparations. Heraye Joint Stock Co. (importer, exporter), Serai Malik, Herat. WTD 2/68.

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**UGANDA**—Soap, granulated, liquid, cake, flaked, chip; shaving preparations; hair shampoos, straighteners, hair sprays; cosmetic creams; skin lighteners. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 287 Agricultural chemicals

**SPAIN**—Fertilizers, fungicides, insecticides. Suministros y Estudios Industriales y Economicos, S.A. (importer, distributor), Serrano 26, Madrid 1. WTD 2/68.

### 291 Petroleum refining

**AFGHANISTAN**—Lubricating oils for use in cars, trucks, buses. Heraye Joint Stock Co. (importer, exporter), Serai Malik, Herat. WTD 2/68.

**GERMANY**—Gasoline, fuel oil of all kinds. Requests price quotations c.i.f. Rotterdam. Friedrich Wilhelm Oel-Gesellschaft (distributor, importer), 20-22 Stockderstrasse, 563 Remscheid-Vieringhausen. WTD 2/68.

**HONDURAS**—Paraffin wax to 143 to 150 AMP for use in manufacture of household, other candles. Requests quotations, c.i.f. Honduran port. Requests replies in Spanish. Luis Matias Arriaga (manufacturer), 9a. Ave., N.O. No. 127. WTD 1/68.

### 301 Tires, tubes

**AFGHANISTAN**—All sizes of tires for trucks, automobiles. Doost Trading House (importer, exporter), Baghban Kutche 15, Kabul. WTD 2/68.

All sizes of truck tires. Heraye Joint Stock Co. (importer, exporter), Serai Malik, Herat. WTD 2/68.

### 306 Fabricated rubber products

**AFGHANISTAN**—Ten thousand feet high-pressure wire-reinforced rubber hose for agricultural pumps; internal diameter 140mm. Djangalak Industrie A.G. (manufacturer, distributor), Kabul. WTD 10/67.

**GERMANY**—Conveyor belts, V-belts, driving belts; pneumatic high-pressure hose, special hose, spiral hose, machine hose; rubber-bonded metals, gaskets, rubber sheets. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. G. W. Schauenburg & Sohn GmbH (distributor, importer), 1 Sandstrasse, 433 Muelheim/Ruhr. WTD 1/68.

### 307 Plastic products

**GERMANY**—Conveyor belts, V-belts, driving belts, pneumatic high-pressure hose, special hose, spiral hose, machine hose, gaskets. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. G. W. Schauenburg & Sohn GmbH (distributor, importer), 1 Sandstrasse, 433 Muelheim/Ruhr. WTD 1/68.

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 316 Luggage

**UGANDA**—Attache' cases, briefcases, regardless of material. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 319 Leather goods

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 323 Glass products

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 327 Concrete, gypsum, plaster products

**AFGHANISTAN**—Over 10,000 meters of 16-in. diameter concrete pipe for use in 100-200 meter deep water wells. Herat Alliance Co. (land development corporation), Serai Mohmand, Share Nau, Herat. WTD 2/68.

### 331 Steel mill products

● **BURMA**—Plate, pipe and angles: Includes 30 tons of mild steel plate 8' x 4' x ¼". Tender No. MEIC/B.RLYS/15(T)461(M)67.68, bid deadline Mar. 11. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

**ECUADOR**—Seven thousand seventy four meters steel tubing; outside diameter, 32"; thickness of steel, 0.562", in accordance with specifications API 5 LX-X42; 378 linear meters steel tubing; outside diameter, 48"; thickness of steel, 0.375", in accordance with specifications ASTM A 283 D. Delivery dates to accompany offers. Complete specifications, additional details provided upon receipt of inquiries. Empresa de Construcciones (heavy construction work), Antonio Granda C., Edificio Granda C., Calle Mejia 453 (P.O. Box 2237), Quito. WTD 2/67.

**GERMANY**—Hot, cold rolled thick and medium plates, sheets, structural shapes, rods, galvanized plates and sheets, hoops and strips. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Carl Pohle (distributor, importer), 160 Breite Strasse, 407 Rheydt. WTD 5/67.

**NETHERLANDS**—Stainless steel sheets, bars, tubes. Direct purchase and agency. Nanninga-Staal (manufacturer, importer, wholesaler), 6 Lorentzstraat, P.O. Box 51, Harderwijk. WTD 2/68.

### 335 Rolling, drawing, extruding of nonferrous metals

**SWITZERLAND**—Flat cable for electronic application. Direct purchase and agency. Contiflex AG (importer, distributor), Seestrasse 233, 8700 Kuesnacht. WTD 12/67.

### 342 Cutlery, hand tools, general hardware

**NETHERLANDS**—Camping equipment: rope fittings, clamps, shackles, fasteners, other hardware; hand spades, other hand tools; hunting knives. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales

agent, exporter), 113-115 Weteringschans, Amsterdam. WTD 2/68.

**ENGLAND**—Precision hand tools, miniature drilling machines, lathes; tweezers, pliers, cleaning machines, soldering equipment for electronic, and scientific equipment industries. Henri Picard and Frere Ltd. (importer, exporter), 34/35 Furnival St., London, E.C. 4. WTD 2/68.

## 344 Fabricated structural metal products

● **GREECE**—Proposals are hereby requested for designing, manufacturing, delivering, erecting, setting in operation and testing of a complete 15,000 kilowatt steam electric power generating unit for the Linoperamata (heraklion, Crete), power station. Bid deadline now extended to Mar. 5 (See INTERNATIONAL COMMERCE, Dec. 25, p. 45), Tender No. DMPM-417. Delivery within 20 months from signing of contract. Tender documents may be obtained from Public Power Corp. (PP C) 30 Chalkokondyli St., Athens 102, Attn: Purchasing Dept.

A copy of the terms and specifications is available, for review only, from the Power and Electrical Equipment Division, Room 4124, U.S. Department of Commerce, Washington, D.C. 20230.

## 349 Fabricated metal products

**NETHERLANDS**—Stainless steel rings, blanks, flanges, bends, stub ends, similar products. Direct purchase and agency. Nanninga-Staal, 6 Lorentzstraat, P.O. Box 51, Harderwijk.

## 351 Engines, turbines

**KOREA**—Portable gasoline driven power generators. Direct purchase and agency. Sung Pung Enterprises Co. (sales agent, importer), P.O. Box International 2089, Seoul. WTD 8/67.

## 352 Farm machinery

**KOREA**—Complete set of milk sterilizing machinery with capacity to produce 40,000 lbs. of raw milk per day. Korea Vilac Co., Ltd. (importer, manufacturer), Rm. 611 New Korea Hotel Bldg., 192-11, 1-ka, Ulchi-ro, Choong-ku, Seoul. WTD in preparation.

## 353 Construction, mining, materials handling machinery equipment

**AFGHANISTAN**—Complete well-drilling rig, diesel-powered, to drill 16" diameter water wells 100-200 meters deep. Herat Alliance Co. (land development company), Serai Mohmand, Share Nau, Herat. WTD 2/68.

Diesel-powered well-drilling set for deep water wells (50-200 meters). 4" pipe diameter. Doost Trading House (importer, exporter), Baghban Kutche 15, Kabul. WTD 2/68.

Two standard size electric power shovels capable of being handled by one man and of digging trenches one meter deep; one diesel-powered construction crane with a ten meter lifting height, five-ton lifting capacity; two 2½-ton gas powered dump trucks with 5-6 cubic meters carrying capacity. Herat Const. Co. (construction work), Serai Mohmand, Share Nau, Herat. WTD 2/68.

**FRANCE**—Pneumatic tube systems. Controle Industriel Regularisation Materiels Automatiques, SA (C.I.R.M.A.) (installers), 30/32 rue Guersant, 75 Paris (17). WTD in preparation.

**SWEDEN**—Machinery, equipment for building industry. Hamek Aktiebolag (retailer, agent, importer, rental service), Angpannegatan 22, Goteborg H. WTD 2/68.

## 354 Metalworking machinery

**FINLAND**—Forming, stamping punches making multi-hole system in sheet aluminum of 0.2 to 0.25 mms. thickness. Inner diameter of hole should be 16.4 mms. with a lip collar 8 mms. high. Sample of desired finished product available. Direct purchase and agency. Temucos Oy (manufacturer, exporter), Turenki. WTD 2/68.

**GERMANY**—Machinist's precision measuring tools and machines for mechanical, electrical, pneumatic length measuring. Direct purchase and agency. C. Stiefelmayer KG, Messzeug- und Maschinenfabrik (manufacturer, exporter), 73 Essingen, Kreuzgartenstrasse 1. WTD 2/68.

● **SUDAN**—Workshop machinery and equipment, including: one lathe—13" swing over bed (20" in gap), 40" between centers; one lathe —8" center height, 60" between centers; one screw machine; one radial drill—42" max. arm radius; one shearing and punching machine; one pedestal grinder, one portable electric grinder; one portable ½" electric drill; one 1" band saw; one 1,250 kg. single girdle traveling crane; one 250 kg. hand tilting oil fired crucible foundry furnace, two ladles, three molders tool sets, and 18 pair steel molding boxes. Tender No. CEW/HQ/451/68, bid deadline Mar. 13. Central Electricity and Water Corporation, P.O. Box No. 1360, Khartoum.★ (Telephone: 202-967-2723)

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

## 355 Special industry machinery

**AFGHANISTAN**—Complete tannery factory with capacity of 200-300 skins per day. Herat Chamber of Commerce (private chamber of commerce), Serai Mohmand, Share Nau, Herat. WTD 2/68.

Complete small-scale cigarette manufacturing, packaging plant capable of producing one million cigarettes, filter or non-filter, per day. Complete small-scale factory for producing cement floor tiles and 2-8" diameter cement pipe. Doost Trading House (importer, exporter), Baghban Kutche 15, Kabul. WTD 2/68.

Complete factory to refine used lubricating oil with capacity of two tons per day. Complete grease-making factory with capacity of 540-720 kgs. per day. Mohammad Akbar and Co. (importer, exporter). 2nd Part, Jade Maiwand, Kabul. WTD 2/68.

**ISRAEL**—Food processing machinery for grain, milling; flour, milling, scouring, separating, hulling; bakery, dough mixing up to wrapping finished products; meat, from slaughterhouse up to ready packaged product and/or sausages; soft drinks, bottling and one-way packaging plastic bottles; ice cream, confectionery, whole line from manufacturing to packaged products. Sole distributor. Max Grossmann (importer, agent), 22 Hashoftim St., Tel Aviv. WTD 6/67.

**LEBANON**—Machinery, equipment for dehydration of vegetables, especially onions, carrots. Joseph G. Ghorra & Bros. (general merchant), Boulevard, P.O. Box 26, Zahle. WTD 2/68.

**GERMANY**—Mechanical hand presses for printing credit cards. Requests price quotations c.i.f. Hamburg or Rotterdam. O. A. Wilde K.G. (distributor, importer), 113 Bagelstrasse, 4 Duesseldorf-Nord. WTD 4/67.

● **SUDAN**—Peanut decorticating equipment. Motor or hand operated. Bid deadline has not been specified. George Djerdjian & Sons, Khartoum.★ (Telephone 202-967-5589).

● **VIET NAM**—Supply, installation of machinery and equipment for the production of office supplies: carbon paper, stencils, typewriter ribbons, duplicating ink. Proposed annual production: carbon (noble): 150 tons/year or 525,000 boxes of 100 sheets each; carbon (1 time): 50 tons/year or 175,000 boxes of 100 sheets each; ribbons: 20 tons/year or 33,000 lots of 18 ribbons each; and stencils: 100 tons/year or 60,500 boxes of 48 sheets each. Bid deadline Apr. 15. Industrial Development Center (IDC) 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-5589).

## 356 General industrial machinery

**AFGHANISTAN**—Five hundred impellers for 4½ in. water pumps; 500 impellers for 1¼ in. water pumps. Single copy of specifications available on loan basis only from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Djangalak Industrie A.G., (manufacturer, distributor), Kabul. WTD 10/67.

Five hundred ball bearings, internal diameter 45 mm, external diameter 100 mm, for use in water pumps; 500 ball bearings, internal diameter 40 mm, external diameter 90 mm, for use in water pumps. Djangalak Industrie A.G. (manufacturer, distributor), Kabul. WTD 10/67.

One hundred diesel-powered water pumps to draw water from 100-200 meter deep wells. Herat Alliance Co. (development corporation), Serai Mohmand, Share Nau, Herat. WTD 2/68.

**GERMANY**—Lubricating devices, paint spraying equipment, similar automotive service station equipment. Wilhelm Winter, (importer), Ackermannstrasse 28A, 2 Hamburg 22. WTD 2/68.

**LIECHTENSTEIN**—Domestic industrial water pumps. Direct purchase and agency. Biko Anstalt (importer, distributor), P.O. Box 43.-722, Vaduz. WTD 2/68.

**PORTUGAL**—Water pumps, submersible type. Companhia Industrial de Margarina, Lda. (processor food products), Rua Francisco de Holanda 23-A, Lisbon. WTD in preparation.

● **SUDAN**—Supply of eight 30,000 C.F.M. exhaust fans for a foundry. Bid deadline Apr. 3. Copies of the tender are available from the Office of Controller of Stores, Sudan Railways, P.O. Box 65, Atbara or from the Office of the Storekeeper i/c., Catering Stores, Khartoum.★ (Telephone: 202-967-5589).

## 358 Service industry machinery

**AFGHANISTAN**—Complete ice-making factory with capacity of 10 tons of ice per day. Herat Chamber of Commerce (private chamber of commerce), Serai Mohmand, Share Nau, Herat. WTD 2/68.

**GERMANY**—Air humidifiers, air dehumidifiers for industrial, household air conditioning equipment. Requests price quotations c.i.f. Rotterdam or Bremerhaven. Requests replies in German. Alfred Kaut & Co., Elektrizitaets-

Gesellschaft (importer, wholesaler), 33-35 Tannenbergstrasse, 56 Wuppertal-Elberfeld. WTD 2/68.

Grease guns, pumps, similar automotive service station equipment. Wilhelm Winter (importer), Ackermannstrasse 28A, 2 Hamburg 22. WTD 2/68.

**LIECHTENSTEIN**—Domestic, industrial water purification equipment, water filters, conditioners, softeners. Direct purchase and agency. Biko Anstalt (importer, distributor), P.O. Box 43.722, Vaduz. WTD 2/68.

**NETHERLANDS**—Catering equipment for use in hotels, restaurants, institutions, canteens. Exclusive representation and direct purchase. Jacq. Deen N.V. (sales agent), 37-43 Nic. Maesstraat, Amsterdam. WTD 2/68.

**UGANDA**—Commercial laundry machinery; 440 volts, 50 cycles (Hz) three phase or single phase, 250 volts, 50 cycles (Hz). C.i.f. Kampala. City Engineer and Surveyor (government agency), P.O. Box 417, Kampala.

## 361 Electric transmission, distribution equipment

● **GREECE**—Supply of 25 HF selective voltometers (4 KHz-560 KHz); 25 hp. generators (one KHz-560 KHz); 50 oscilloscopes; 20 telegraph distortion measuring sets; 10 seven-digit frequency centers; two eight-digit frequency counters. Tender No. 6527, bid deadline Mar. 6. Estimated value: $100,000. Hellenic Telecommunications Organization, Ltd., (OTE), 6 Klissovis St., Athens.★ (Telephone: 202-967-2939).

## 362 Electrical industrial apparatus

**AFGHANISTAN**—Five hundred single phase, 1500 RPM, one horsepower, 220 volt, 50 cycle electric motors. Djangalak Industrie A.G. (manufacturer, distributor), Kabul. WTD 10/67.

● **BURMA**—20,250 feet of 8 SWG mild steel electrodes. Tender No. MEIC/B.Rlys/13(T)176(M)67.68, bid deadline Mar. 11. Union of Burma Railway Board, Rangoon.★ (Telephone: 202-967-2723)

**GERMANY**—Electronic controls for paper folding machines, graphics industry. Griesser & Kunzmann KG (manufacturer, exporter), 7211 Wellendingen, Wuerttemberg, Bahnhofstrasse. WTD 1/68.

**PORTUGAL**—Power generators, wind driven. Direct purchase and agency. Silvia—Sociedade de Maquinas e Representacoes, Lda. (importer, distributor, sales agent), Rua das Taipas 34-2° Dto., Lisbon-2. WTD 9/67.

**SWEDEN**—Electrical generators; 1 kw of 110/60 power; capacity of being tilted 90 degrees; equipped with two U.S. type outlets; powered by gasoline or a gasoline/oil mixture. Rolite AB (manufacturer, distributor, exporter), Stockholm 5. WTD 10/67.

## 363 Household appliances

**AFGHANISTAN**—All kinds of small electric household appliances, including toasters, fans, heaters; 220 volts, 50 cycles. Heraye Joint Stock Co. (importer, exporter), Serai Malik, Herat. WTD 2/68.

**NETHERLANDS**—Camp stoves, heating equipment, ice boxes, other camping equipment. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, exporter), 113-115 Weteringschans, Amsterdam. WTD 2/68.

## 364 Electric lighting, wiring equipment

**AFGHANISTAN**—Headlights for trucks, cars, buses. Heraye Joint Stock Co. (importer, exporter), Serai Malik, Herat. WTD 2/68.

**NETHERLANDS**—Camp lights, lanterns. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V., 113-115 Weteringschans, Amsterdam. WTD 2/68.

**SWITZERLAND**—Hermetically sealed connectors for electronic application. Direct purchase and agency. Contiflex AG (importer, distributor), Seestrasse 233, 8700 Kuesnacht. WTD 12/67.

## 366 Communications equipment

● **IRELAND**—Supply and installation of automatic telephone switching equipment. Tender No. C/513/4/18, bid deadline Apr. 18. The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2.★ (Telephone: 202-967-4823.)

## 367 Electronic components, accessories

**SWITZERLAND**—Flexible base material for printed circuits, copper-clad laminates for printed flexible circuits, rigid printed circuit boards. Direct purchase and agency. Contiflex AG (importer, distributor), Seestrasse 233, 8700 Kuesnacht. WTD 12/67.

## 369 Electrical machinery, equipment, supplies

**AFGHANISTAN**—Spark plugs, starters, coils, distributors, generators, other automotive spare parts for various kinds of trucks. Heraye Joint Stock Co. (importer, exporter), Serai Malik, Herat. WTD 2/68.

## 371 Motor vehicles, motor vehicle equipment

**AFGHANISTAN**—Twelve second-hand diesel or gas powered buses with capacity of 18-40 persons; mileage of less than 60,000 miles. Doost Trading House (importer, exporter), Baghban Kutche 15, Kabul. WTD 2/68.

**GERMANY**—Automotive spare parts, tools, accessories suited for sale through department stores. Wilhelm Winter (importer), Ackermannstrasse 28A, 2 Hamburg 22. WTD 2/68.

## 381 Engineering, laboratory, scientific, research instruments, equipment

**AFGHANISTAN**—Contractors levels. Herat Const. Co., Serai Mohmand, Share Nau, Herat. WTD 2/68.

**GERMANY**—Technical drafting instruments. Requests price quotations c.i.f. Hamburg. Erich Ortloff (importer, retailer, wholesaler), 5 Koeln a. Rh., Zeppelinstrasse 4. WTD 2/68.

## 384 Surgical, medical, dental instruments

**GERMANY**—Protective clothing such as safety gloves, welders' hoods, aprons. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. G. W. Schauenburg & Sohn GmbH (distribtor, importer), 1 Sandstrasse, 433 Muelheim/Ruhr. WTD 1/68.

● **HONG KONG**—Supply of 553,200 white, open-weave B.P.C. bandages, each 6 yds. from 1" to 4" wide; 200,000 packets unmedicated, absorbent gauze, B.P.C., 6 yds. x 36"; 30,000 boxes (100 bundles of 10 each), absorbent 24-ply gauze swabs, B.P.C., 2½" x 2½"; 88,000 lbs. absorbent cotton wool, B.P.C., in one lb. packets. Tender No. Stores C/52/52/68, bid deadline Apr. 19. Tenders accepted only through Hong Kong agents. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Road, Hong Kong.★ (Telephone: 202-967-2939).

**SPAIN**—All classes of surgical, medical, dental instruments, supplies, including hospital equipment. Direct purchase and exclusive agency on products not yet represented in Spain. Salvador Navarro Martin (importer, distributor, agent), Hilarion Eslava 64, Madrid (15). WTD in preparation.

## 386 Photographic equipment

**GERMANY**—Amateur photographic equipment, attachments, accessories. Agency and direct purchase. Requests replies in German. Mueller & Siebe (sales agent), Karlstrasse 45, 8000 Muenchen 2. WTD 2/68.

● **SUDAN**—Supply of one photo copying ma-

## U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse.** Area Code 505 Tel. 247-0311.

**ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building.** Area Code 907 Tel. 272-6331.

**ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W.** Area Code 404 Tel. 526-6000.

**BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts.** Area Code 301 Tel. 962-3560.

**BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St.** Area Code 205 Tel. 325-3327.

**BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg.** Area Code 617 Tel. 223-2312.

**BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St.** Area Code 716 Tel. 842-3208.

**CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St.** Area Code 803 Tel. 577-4171.

**CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St.** Area Code 304 Tel. 343-6196.

**CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave.** Code 307 Tel. 634-5920.

**CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St.** Area Code 312 Tel. 353-4400.

**CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St.** Area Code 513 Tel. 684-2944.

**CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave.** Area Code 216 Tel. 522-4750.

**DALLAS, TEX., 75202, Room 1200, 1114 Commerce St.** Area Code 214 Tel. 749-3287.

**DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts.** Area Code 303 Tel. 297-3246.

**DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St.** Area Code 515 Tel. 284-4222.

**DETROIT, MICH., 48226, 445 Federal Building.** Area Code 313 Tel. 226-6088.

**GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950.** Area Code 919 Tel. 275-9111.

**HARTFORD, CONN., 06103, 18 Asylum St.** Area Code 203 Tel. 244-3530.

**HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St.** Tel. 598-977.

**HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave.** Area Code 713 Tel. 228-0611.

**JACKSONVILLE, FLA., 32202, P.O. Box 35067, 400 West Bay St.** Area Code 904 Tel. 791-2796.

**KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St.** Area Code 816 Tel. 374-3141.

**LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway.** Area Code 213 Tel. 688-2832.

**MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St.** Area Code 901 Tel. 534-3214.

**MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St.** Area Code 305 Tel. 350-5367.

**MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave.** Area Code 414 Tel. 272-8600.

**MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St.** Area Code 612 Tel. 334-2131.

**NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St.** Area Code 504 Tel. 527-6546.

**NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave.** Area Code 212 Tel. 563-3377.

**PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St.** Area Code 215 Tel. 597-2850.

**PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave.** Area Code 602 Tel. 261-3285.

**PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave.** Area Code 412 Tel. 644-2850.

**PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St.** Area Code 503 Tel. 226-3361.

**RENO, NEV., 89502, 2028 Federal Building, 300 South St.** Area Code 702 Tel. 784-5203.

**RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St.** Area Code 703 Tel. 649-3611.

**ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St.** Area Code 314 Tel. 622-4243.

**SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St.** Area Code 801 Tel. 524-5116.

**SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave.** Area Code 415 Tel. 556-5864.

**SAN JUAN, P.R., 00902, Room 100, Post Office Bldg.** Phone 723-4640.

**SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 128-29 Bull St.** Area Code 912 Tel. 233-4321.

**SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave.** Area Code 206 Tel. 583-5615.

chine with combined printer and developer with automatic separation and light source from 2-3000 watt high pressure quartz tube. Tender No. 3884, bid deadline Mar. 27. Office of Controller of Stores, Sudan Railways, P.O. Box 65, Atbara.★ (Telephone: 202-967-2939).

### 394 Toys, amusement, sporting goods

**AUSTRALIA**—Toys. C.i.f. prices, brochures requested. Direct purchase and agency. Transit Trading Co. (distributor, importer), G.P.O. Box 2791, Sydney, N.S.W. 2001. WTD 1/68.

**NETHERLANDS**—Golf clubs, balls, carts, shafts, other golfing equipment; skin diving equipment such as aqualungs, attachments, face masks, fins; skis, skiing equipment, mountaineering, hunting, camping equipment. Direct purchase and agency. Exclusive representation for Netherlands, other Benelux countries. Carl Denig N.V. (importer, sales agent, exporter), 113-115 Weteringschans, Amsterdam. WTD 2/68.

Complete sets of golf equipment, including golf accessories. P. G. A. Holland G.A. (importer, distributor), 19 Stationsstraat, Rijen. WTD 1/68.

### 396 Costume jewelry, novelties, buttons, notions

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 399 Manufacturing industries

**HONDURAS**—Barber shop equipment, accessories except barber chairs. Casa Farach (importer), 4a. Calle 7a. Ave., #711, Tegucigalpa, D.C. WTD 7/67. Attn: Mr. Taufic Farach.

**SWEDEN**—Floor coverings, plastic, other novelties. Direct purchase and agency. Rami Golvprodukter, AB (retailer, agent, distributor, construction), 60 Gotlandsgatan, Stockholm So. WTD 2/68.

**UGANDA**—Novelties. Clyde Corp. (importer, indent agent), P.O. Box 4946, Kampala. WTD 2/68.

### 599 Retail stores

**SWITZERLAND**—Coins, numismatic specialities. Direct purchase and agency. Theodor Isler (importer, distributor), Edisonstr. 50, 8050 Zurich. WTD 2/68.

## Burma sets bid deadline for communications equipment

The Government of the Union of Burma, has issued a tender, for the supply of communications transceivers and allied equipment.

Bid deadline is Mar. 28.

Bid should offer S.S.B. two channel transceivers, batteries, battery chargers, antennas, telephone signalling equipment and associated switching and protection equipment including spare parts.

Copies of tender announcement and specifications are available from the Chairman, Union of Burma Railway Board, Bogyoke Aungsan Street, Rangoon, Union of Burma or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

# Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 236 Girls', children's, infants' outerwear

**GERMANY**—All types children's, infants' outerwear. Institut fuer Marketing and Management (management consultants, sales agent), 6200 Wiesbaden, Kopernikusstr. 33. WTD 2/68.

### 239 Fabricated textile products

**VENEZUELA**——Fishing nets, especially purse seine, gill nets, beach seine, trawl nets for Pelagic trawling and bottom trawling. Quotations for full equipment ready for operation including global prices, component prices; to specify whether knotless, single knot and combination, whether for salmon, red snapper, tuna, eel, sardine, herring, anchovies and/or carite. Sales agency for entire country. Electro Industrial Halven-O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas, or: Apartado 808, Caracas. WTD 6/67.

### 306 Fabricated rubber products

**NETHERLANDS**—Plastic hardware, products for handyman, small technical household plastic products, plastic materials, products for building sector, fabricated plastic products for industrial use. Acomfa N.V. (importer, wholesaler), Goudriaankade 1, The Hague. WTD 2/67.

**VENEZUELA**—Life jackets. Sales agency for entire country. Electro Industrial Halven-O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 339 Primary metal products

**VENEZUELA**—Chains of all types and uses for marine application. Sales agency for entire country. Electro Industrial Halven-O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 344 Fabricated structural metal products

**NETHERLANDS**—Heat-exchangers, industrial, scientific, nuclear. Exclusive representation for Benelux other European countries. N.V. Ingenieursbureau v/h J.M.C. van Borselen & Co. (importer, exporter, sales agent), 10 Parkstraat, The Hague. WTD in preparation.

### 348 Fabricated wire products

**VENEZUELA**—Lobster, crab and fish traps; fish boxes. Sales agency for entire country. Electro Industrial Halven-O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad. Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 351 Engines, turbines

**NETHERLANDS**—Turbines, engines for natural-gas, up to 4000 hp. Exclusive representation Benelux other European countries. N.V. Ingenieursbureau v/h J.M.C. van Borselen & Co. (importer, exporter, sales agent), 10 Parkstraat, The Hague. WTD in preparation.

**VENEZUELA**—Marine diesel engines; bow thrusters (steering propellers), propellers. Sales agency for entire country. Electro Industrial Halven-O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad. Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 353 Construction, mining, materials handling machinery, equipment

**FRANCE**—Earth-boring, drilling equipment, machinery, tools, accessories of modern types designed for gas, oil field operations, primarily products of non-competitive categories which may complete line of production. Petromeca (manufacturer, dealer), Zone Industrielle de Marclan; 31- Muret, Haute-Garonne. WTD 2/68.

**NETHERLANDS**—Clarifying machinery, concentration machinery, metallurgical and mining machinery, extractors (piling). Exclusive representation for Benelux other European countries. N.V. Ingenieursbureau v/h J.M.C. van Borselen & Co. (importer, exporter, sales agent), 10 Parkstraat, The Hague. WTD in preparation.

**VENEZUELA**—Winches for marine application: seine purse and trawl winches, nock winches, anchor winches, cargo winches, topping winches, capstans, power blocks. Sales agency for entire country. Electro Industrial Halven—O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad. Caracas. or: Apartado 808, Caracas. WTD 6/67.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

### 356 General industrial machinery

**FRANCE**—Plant equipment, machinery of modern types, hydraulic jacks, hoists, material-handling machinery for industrial uses; special maintenance, service equipment for aircraft industry. Petromeca (manufacturer, dealer), Zone Industrielle de Marclan; 31- Muret, Haute-Garonne. WTD 2/68.

**NETHERLANDS**—Rotary presses, centrifugal machinery, compressors, rotary pressure filters. Exclusive representation Benelux, other European countries. N.V. Ingenieursbureau v/h J.M.C. van Borselen & Co. (importer, exporter, sales agent), 10 Parkstraat, The Hague. WTD in preparation.

**VENEZUELA**—Fish pumps, high pressure pumps for marine application. Sales agency for entire country. Electro Industrial Halven—O.L. Halvorssen, C.A. (importer, distributor, sales

agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 357 Office, computing, accounting machines

**GERMANY**—Teaching machines, electrically or electronically activated. Institut fuer Marketing and Management (management consultants, sales agent), 6200 Wiesbaden, Kopernikusstr. 33. WTD 2/68.

### 361 Electric transmission, distribution equipment

**VENEZUELA**—Control panels, for marine application. Sales agency for entire country. Electro Industrial Halven—O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 362 Electrical industrial apparatus

**ENGLAND**—Industrial electrical control and distribution equipment. Agency with view to possible manufacturing under licensing arrangement through associated companies. B.P.G. Electro-Mechanical Supply Co. Ltd. (manufacturer, distributor), Marjorie St., Leicester. WTD 2/68.

Industrial electrical equipment incorporating some unique feature new to U.K. market. Sole agency. British Central Electrical Co. Ltd. (wholesaler, sales agent), Briticent House, 16-26 Banner St., London, E.C.1. WTD 2/68.

### 364 Electric lighting, wiring equipment

**VENEZUELA**—Navigation lanterns, buoy lights. Sales agency for entire country. Electro Industrial Halven—O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808 Caracas. WTD 6/67.

### 366 Communication equipment

**VENEZUELA**—Marine radio telephones, intercoms, static voltage regulators, echo, sonar fish detectors. Sales agency for entire country. Electro Industrial Halven—O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 371 Motor vehicles, motor vehicle equipment

**GERMANY**—All types of motor vehicle accessories. Intercontinentales Handelskontor Aussenhandelsges. mbH (sales agent), 7 Stuttgart, Wilhelmstrasse 9. WTD 2/68.

### 373 Ship building, repairing

**VENEZUELA**—Swivels, lead line, purse rings, rigging screws, shackles, wooden blocks, power blocks, couplings, hydraulic seine rollers, mooring equipment, floats, tenders, buoys, life boats. Sales agency for country. Electro Industrial Halven—O.L. Halvorssen, C.A. (importer, distributor, sales agent), Edificio Halven, Esquina de Monroy, Avenida Universidad, Caracas. or: Apartado 808, Caracas. WTD 6/67.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**NETHERLANDS**—Pollution control equipment; fire-detectors. Exclusive representation for Benelux other European countries. N.V. Ingenieursbureau v/h J.M.C. van Borselen & Co. (importer, exporter, sales agent), 10 Parkstraat, The Hague. WTD in preparation.

### 384 Surgical, medical, dental instruments

**FRANCE**—Resuscitation monitoring systems, respiratory reanimation equipment; artificial kidney machines, dialysis equipment; medical t.v., radio monitors, related lines in field of advanced medico-surgical apparatus, instruments or devices. Descriptive literature, price lists requested. Requests replies in French. Foures (Societe d'Exploitation des Etablissements Guy,) (manufacturer, dealer), 48 Rue de l'Ecole-Normale; 33- Bordeaux-Cauderan, Gironde. WTD 2/68.

### 394 Toys, amusement, sporting goods

**GERMANY**—All sorts of toys. Institut fuer Marketing and Management (management consultants, sales agent), 6200 Wiesbaden, Kopernikusstr. 33. WTD 2/68.

**HONDURAS**—Mechanical toys, stuffed toy animals. Exclusive distribution. Casa Farach (importer), 4a. Calle 7a. Ave., No. 711, Tegucigalpa, D.C. Attn: Mr. Taufic Farach. WTD 7/67.

### 399 Manufacturing industries

**NETHERLANDS**—Atomizers other than medical. Exclusive representation for Benelux, other European countries. N.V. Ingenieursbureau v/h J.M.C. van Borselen & Co. (importer, exporter, sales agent), 10 Parkstraat, The Hague. WTD in preparation.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AUSTRALIA**—Alleyne A. Bowler, Allied Capacitors Pty. Ltd., 752 Pittwater Road, Brookvale, N.S.W., interested in concluding joint venture for **sale of firm's capacitors and electronic components in U. S. and for sale of U.S. produced capacitors, particularly transmission and tantalum capacitors in Australia, in component parts for home appliance timing devices for local assembly.** Mar. 8 via San Francisco for three weeks. c/o W. Pederson, Litton Industries Inc., 9370 Santa Monica Blvd., Beverly Hills, Calif. Itinerary: San Francisco, 3/11-14 Milwaukee c/o Hilton Inn, 3/14-20 Los Angeles c/o Biltmore Hotel. WTD 6/67.

Alfred Goninan, Goninans' Industrial Platers Pty. Ltd., Georgetown Road, Georgetown, Newcastle, N.S.W., interested in **industrial plating techniques and requesting technical information.** Feb. 17 via Los Angeles for six weeks. c/o K. Hemphill, Stevenson Place, Santa Clara, Calif. Itinerary: Los Angeles; San Antonio; Laurel, Miss.; New York; Fairfield, Conn.; Chicago; San Francisco; Santa Clara. WTD 2/68.

**FRANCE**—Walter Helmer, Helmer Freres S.A., Boite Postale 182, 68-Colmar, Haut Rhin, interested in an **agency for U. S. cosmetics, toilet preparations, men's perfumes, anti-sunburn lotions and creams, products for marking adhesive tapes, staplers, plastic protective envelopes for documents.** Mar. 5 via New York for 20 days. c/o U.S. Department of Commerce New York Field Office. Itinerary: New York, nearby states as required, East Coast of Florida. WTD 1/68.

**GERMANY**—Harald G. Glante, Export Manager, Dr. -Ing. Hans Ritz Messwandlerwerk GmbH, Salomon-Heine-Weg 72, 2 Hamburg 20, interested in **agents and/or distributors having contacts with switchgear manufacturers and power utilities to sell instrument transformers ranging from 0.6-400 kilovolts in all Eastern and Central States.** Mar. 15 via New York for ten days. c/o German National Exhibit, International Electrical and Electronics Conference and Exhibition, New York, N.Y. Itinerary: New York. WTD 7/16/64 under revision.

**ISRAEL**—Bezalel Blei, Director of Supplies, Kupat Holim Health Services, 146 Petah Tiqva Road or P.O. Box 7077, Tel Aviv, interested in **visiting medical supply enterprises and department stores, manufacturers of medical supplies for possible purchases of medical equipment, health insurance units similar to Kupat Holim, and requesting technical information on organization and facilities of health insurance enterprises and in handling new equipment which he may acquire.** First week of March via New York for approx. three weeks. c/o Solcoor Ltd., 850 3rd Ave., New York, N. Y. 10022. Itinerary: to be decided after arrival. WTD 8/25/64 under revision.

**LEBANON**—Hisham Kekhia, United Tractor Parts Co., P.O. Box 2981, Beirut, interested in **spare parts and equipment for tractors, construction and earth moving equipment.** Feb. 21 via Las Vegas for approx. one month. c/o Dr. Najmuddine Rifae, United Nations Headquarters, New York, N.Y. Itinerary: Los Angeles; San Francisco; St. Louis; Quincy, Ill.; Chicago; Fort Wayne, Ind.; Akron, Ohio; Detroit; Buffalo; Washington, D.C.; New York. WTD 2/68.

**NETHERLANDS**—D. Knottenbelt, Verenigde Machinefabrieken N.V. Stork-Werkspoor (engineering works, steam turbines, all sizes diesel engines, industrial boilers, complete power plants and sugar plants, railway rolling stock, gas turbines, pumps), 4 Weesperplein, Amsterdam, interested in **license agreements for products for which Stork-Werkspoor is equipped and has know-how,** Feb. 17 via Baltimore for 3-4 weeks. c/o T. H. Leegstra, Algemene Bank Nederland N.V., Room 408, 68 William St., New York, N. Y. 10005. Itinerary: Baltimore, New York, San Francisco, Pittsburgh, Milwaukee, itinerary flexible. WTD 7/21/65 under revision.

**SWEDEN**—Hertmann Kisker, Nordiska Industri AB, Box 141, V. Frolunda 1 (Goteborg), interested in contacting U.S. manufacturers of **high quality terry towel line for Swedish or Scandinavian representation and U. S. agents for their needlework and Rya rug kits.** March 7 via New York for 2-3 weeks. Itinerary: New York c/o Swedish Trade Commission, 161 E. 42nd St., New York, N. Y. 10021; Washington, Cincinnati; Chicago c/o Swedish Trade Commission, 333 N. Michigan Ave., Suite 2301, Chicago, Ill. 60601; Seattle; San Francisco c/o Swedish Trade Commission, World Trade Center, San Francisco, Calif. 94111. WTD 2/68.

# New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing). 15 cents per copy.**

**Market Factors in Switzerland. OBR 67-79.** This report covers the nature of the market, competition, and market analysis for selected commodities.

**Basic Data on the Economy of Yugoslavia. OBR 67-80.** Information is included on: geography, population, government, industrial sectors, labor force, foreign trade, development planning and economic outlook.

**Useful Market Surveys and Industry Reports Issued by the United Nations Economic Commission for Africa (ECA). OBR 67-81.** Selected documents on Africa are listed and summarized in the following categories: agriculture; banking, money and finance; economic planning and surveys; foreign trade; housing; industries; mining; electric power. Libraries and information centers receiving U.N. material are listed by state.

**Foreign Trade Regulations of Panama. OBR 67-84.** Trade policy, import tariff, special customs provisions, sales and other internal taxes, documentation and fees, labeling and marking requirements, nontariff import trade controls, Panama's export controls, U.S. controls and government representation are covered in this report.

**Establishing a Business in Australia. OBR 67-87.** Such factors as legislation governing investment, industrial property protection, employment, taxation, and basic economic facilities are discussed.

**Write:** any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Red Book—1968.* Published by Pacifica Publications, Ltd. Hong Kong. 1968. 752pp. $10 surface mail, $20 airmail.**

This directory cross-references information on Hong Kong's manufacturers and exporters and their products.

Sections are as follows: products index; products section—seven-digit International Standard Industrial Classification, along with names of manufacturers of each product; brands section—alphabetical listing of brand names, showing manufacturer or exporter of each; companies section—alphabetical listing of manufacturers and exporters, including address, type of business, banking references, trade association membership, number of employees, and other information; reference section—miscellaneous information, such as alphabetical listing of cable addresses and numerical listing of Telex addresses indicating user of each; and trade statistics.

**Write:** Pacifica Publications, Ltd., P.O. Box 16321, Hong Kong.

***Export Credit and Development Financing.* Published by the United Nations. New York. 1967. 122pp. $2.50.**

This report details the export credit and export credit insurance systems of the major capital goods supplying countries.

Divided into two sections, it reviews first the nature and operations of existing national and international arrangements regarding the granting of export credit insurance and export credits, and discusses the problems in using these techniques to expand foreign resources for development financing.

The second part contains 19 country studies that provide information on sources of export credits and export credit insurance, and procedures for obtaining them.

**Write:** Sales Section, United Nations, New York, N.Y. 10017.

## Commerce publication lists business aids

A revised edition of the booklet *Commerce Periodicals to Aid Businessmen* has just been published.

Among the publications included are: Non-periodicals on statistics, general business and economic information, listing of government contracts, retail and wholesale trade data, and reports on industrial activity, housing and construction, population, economic development, foreign trade, weather, research and development.

This brochure is available free from Commerce Department Field Offices.

***Mexico's Foreign Trade and Economic Development.* By William O. Freithaler. Published by Frederick A. Praeger, Inc. New York. 1967. 175pp. $12.50.**

Mexico's experience, according to the author, shows that a developing country can achieve a rapid and sustained rate of growth in spite of trade difficulties. The study questions the validity of the trade-gap hypothesis, which is that underdeveloped countries cannot hope to acquire enough foreign exchange to service their irreducible import needs under existing arrangements in world commerce.

Four major factors in Mexico's successful experience are analyzed: commodity terms of trade; the import substitution process; reliance on capital imports; and the performance of particular export-oriented industries.

**Write:** Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Pilot Survey on Technical Assistance Extended by Private Enterprise.* Published by the OECD. Paris. 1967. 61pp. $1.20.**

The findings of the survey are presented in summaries and tables on such subjects as: types and volume of training of personnel, characteristics of training programs, cost and financing of training programs, other forms of technical assistance, motivation and results.

Current relationships between official aid authorities and private enterprise in the technical assistance field are detailed, as well as consideration of ways for strengthening the relationships.

A bibliography is included.

**Write:** OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Norway Your Market?* Published by Den norske Creditbank and Aftenposten. Oslo. 14pp. Free.**

This booklet, a joint publication of a Norwegian bank and newspaper, contains information on trade areas and population distribution, income and consumption, industry, including production, exports and imports, and domestic trade.

Statistical source is generally the Central Bureau of Statistics, Oslo.

**Write:** Joshua B. Powers, Inc., 551 Fifth Ave., New York, N.Y. 10017.



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# Calendar *for international traders*

**ATLANTA—Mar. 14**—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

**CEDAR RAPIDS, Iowa—Mar. 19**—Int'l Trade Bureau of Cedar Rapids Chamber of Commerce, monthly meeting and dinner, Roosevelt Hotel, 7 p.m. Speaker: Allen Taylor, Exec. Sec'y to U.S./Japan Trade Council.

**CHICAGO—Mar. 11-12**—Businessmen's Consultation, **Maurice Kogon, Taiwan Desk Officer, Dept. of Commerce.** Sponsor: Commerce Field Office.

**CHICAGO—Mar. 11-12**—Consultation on Foreign Investment & Licensing in U.S., Commerce Field Office, **Johnson Garrett, U.S. Industrial Attache for Europe.**

**CHICAGO—Mar. 12**—Automotive Exporters' Club of Chicago, Builders' Bldg.

**CHICAGO—Mar. 14**—Int'l Trade Club of Chicago, LaSalle Hotel.

**CINCINNATI—Mar. 13**—Assn. of Credit & Financial Mgt.—Foreign Credit Chapter luncheon meeting, Cincinnati Club, 12 noon. Speaker: **Maurice Kogan, Taiwan Desk Officer, Dept. of Commerce.**

**CLEVELAND—Mar. 13**—Problems and Design of Licensing Agreements, Conference Room, Cleveland World Trade Assn., 10:30 a.m.-12 noon. Sponsors: Commerce Field Office, Cleveland World Trade Assn., REEC.

**DALLAS—Mar. 12**—In-Office Int'l Workshop for Exporters, 9 a.m. Sponsors: Commerce Field Office, REEC.

**DETROIT—Mar. 13**—Domestic Joint Ventures & Licensing with Foreign Participation, Pick-Fort Shelby Hotel. Speaker: **Johnson Garrett, U.S. Industrial Attache for Europe.** Sponsor: Commerce Field Office.

**DOYLESTOWN, Pa.—Mar. 11**—Int'l Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, 6 p.m.

**HONOLULU—Mar. 13**—Export-Import Workshop, Small Business Administration, 1149 Bethel St., 10 a.m. Sponsors: Commerce Field Office, Small Business Admin.

**KANSAS CITY—Mar. 12**—Meeting for Exporters, panel of returning business travelers, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

**KANSAS CITY—Mar. 14**—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

### Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

**Managing Editor,**
**International Commerce**
**BIC-204**
**U.S. Department of Commerce**
**Washington, D.C. 20230.**

**LOS ANGELES—Mar. 15**—Seminar on Crisis Facing Pacific Coast's Foreign Trade, Biltmore Hotel, 9:30 a.m.-2 p.m. Sponsors: Chamber of Commerce, Calif. Council for Int'l Trade.

**MIAMI—Mar. 12**—Businessmen's Consultation, **Virginia Torosan, Commercial Officer, Toronto/to Rotterdam.** Sponsor: Commerce Field Office.

**NEW YORK—Mar. 14**—First lecture of 8-week Documentation Course, Long Island Univ. Sponsors: Commerce Field Office, REEC, Long Island Univ.

**NEW YORK—Mar. 19-20**—Int'l Executives Assn. annual meeting, Hotel Statler Hilton.

**NEW YORK—Mar. 20**—Foreign Commerce Club Port of N.Y. Night, Grand Ballroom, Hotel Commodore.

**PHILADELPHIA—Mar. 13**—Foreign Traders Assn. monthly dinner meeting, Sheraton Hotel.

**PITTSBURGH—Mar. 12**—In-Office Export Workshop, 2 p.m. Sponsor: Commerce Field Office, REEC.

**READING, Pa.—Mar. 13**—Reading Foreign Traders monthly meeting, Abraham Lincoln Hotel, 5.30 p.m.

**ST. LOUIS—Mar. 22**—Seminar on Combination Export Manager, Auditorium, Federal Bldg. Sponsors: Commerce Field Office, Small Business Admin.

**SAN FRANCISCO—Mar. 13**—General Export Seminar, Rm. 13450, New Federal Bldg., 9:30 a.m.

**SAN FRANCISCO—Mar. 14**—Seminar on Crisis Facing Pacific Coast's Foreign Trade, Fairmont Hotel, 9:30 a.m.-2 p.m. Luncheon speaker: Francis X. Boylan, Pres., FCIA. Sponsor: Calif. Council for Int'l Trade.

**SAN FRANCISCO—Mar. 20**—Export Finance & Insurance Seminar, Rm. 13450, New Federal Bldg., 9:30 a.m.

**TULSA—Mar. 20**—Int'l Trade Workshop for Exporters, Chamber of Commerce, 10 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

**WHEELING, W. Va.—Mar. 13**—Developing & Establishing Export Markets, Wheeling Electric Co. Bldg., 10 a.m. Sponsors: Charleston Commerce Field Office, REEC, Small Business Admin., Wheeling Area Chamber of Commerce.

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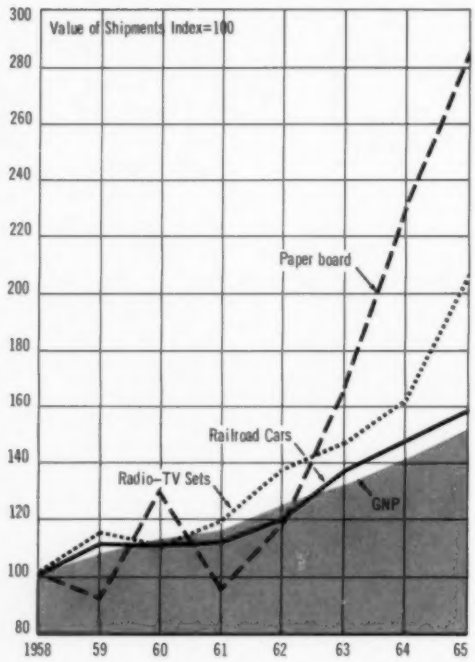


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